

# THE NATIONAL Provisioner

Volume 102

Meat Packing and Cured Industries

FEBRUARY 1934

## PRAGUE POWDER

Registered U. S. Patent Nos. 2054623, 2054624, 2054625, 2054626

### PRAGUE PERCENTAGE SCALE

Treats Each Ham as an Individual



A Perfect Scale  
A Perfect  
Calculator of  
Pickle Percentage

Can  
Any Scale Be  
More Practical?

PRAGUE POWDER cures are being chosen  
in preference to most other cures.



Make a Tender Smoked Ham  
PRAGUE POWDER Pickle Is Better

When your Prague Powder pickle is ready, use one of our  
Big Boy Pumps. Place your ham on the scale, pump in the  
right percentage, get a *natural ham flavor*. Hams don't  
need to be spiced with pickle.

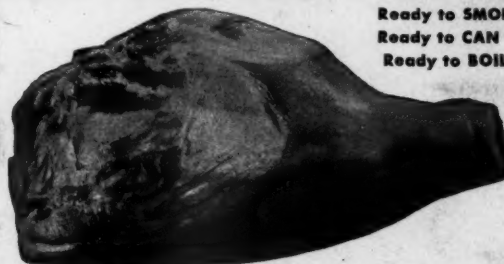
A BOILED COMPOUNDED  
STERILIZED PICKLE  
DRIED TO A POWDER

All hams cured with Prague  
Powder have a flavor notice-  
ably different from a nitrite  
cured ham. Prague Powder  
Pickle cures are demanded  
when sweet pickle hams are  
offered to ham boilers. The  
sweet, juicy cure shows less  
shrinkage than long time  
cures. There is less salt pres-  
ent in the "Prague Pickle  
Cures." The "Rich, Ripe  
Flavor" is apparent in all.



### ARTERY PUMPED SWEET PICKLE HAM

Ready to SMOKE  
Ready to CAN  
Ready to BOIL



The "Prague Powder Pickle Method" is O. K.

PICKLE CELLAR TO CAN  
"Cold Pack" Ham is  
Sweet and Tender.

This style ham has a  
strong following. You  
can cash in on this  
ham.

Do not hesitate, order  
GRIFFITH'S HAM PRESS

We say to you that the Grif-  
fith process will place this  
ham on the market at a sav-  
ing of 13 to 16% in daily  
practice.



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# ANNOUNCING-

## *New 66-BG* BUFFALO *Grinder*

You will reduce grinding costs and free yourself of maintenance worries and expense by using a new 66-BG BUFFALO Grinder.

After the introduction of the highest capacity 78-B BUFFALO Grinder, requests were received from medium capacity plants for the famous 66-B Grinder modernized on the same lines.

Helical gear drive means quiet, vibrationless operation. Steady power transmission to feed

screw increases the flow of clean cut meat. Surging and stalling—backing up, mashing and heating—are eliminated. The complete gear unit and extra heavy Timken thrust bearing are automatically lubricated by sealed splash system. A protective type, transparent oiler maintains the proper oil level and only requires periodic refilling, saving maintenance time.

Have a BUFFALO representative explain the many outstanding features of the profitable 66-BG.



HELICAL GEAR DRIVE  
ONE POINT, VISIBLE OILER,  
STANDARD 20 OR 25 H. P. MOTOR  
Reduces maintenance cost. Gives  
dependable, quiet operation

**JOHN E. SMITH'S SONS CO.**

50 Broadway, Buffalo, N. Y.

CHICAGO

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# ARMOUR'S WAY of handling sausage meat



A one-piece Aluminum tub having no seams to split open. Welded handles are placed for good balance. Sides are sloped for easy emptying. Holds 100 pounds.

"Wear-Ever" Aluminum Meat Tubs are used by Armour & Co., for transferring meat from grinder to chopper and then to stuffing table. The Cleveland plant shown here.

**LIGHT...** *easy to handle*

**STRONG...** *hard to wear out*

**SEAMLESS...** *easy to clean*

Aluminum is a natural for handling sausage meat. Because Nature made it light and rust-proof, and Man has made it strong and cheap.

This tub, loaded to its 100-lb. capacity, can be moved and lifted readily by one man. Yet it is sturdy enough to stand dragging on rough floors and will not dent easily.

The low original cost is your last cost. No coating or tinning to wear off; hence, no re-surfacing. Cannot rust; hence, no greasing is needed.

Your only maintenance is washing. And that's easy because the tub is built of one smooth, thick piece of wrought Aluminum. No seams to collect dirt. Handles are welded on; no rivet heads.

This sanitary, non-toxic Aluminum meat tub meets the rigid requirements of the Bureau of Animal Industry. Equip your plant with it and solve your meat handling problems.



## "Wear-Ever" ALUMINUM

THE STANDARD: WROUGHT OF  
EXTRA HARD, THICK ALUMINUM

MAIL THIS COUPON TODAY

The Aluminum Cooking Utensil Company,  
402 "Wear-Ever" Building, New Kensington, Pa.  
Gentlemen: Send prices and full information on  
No. 1117 "Wear-Ever" Aluminum Meat Tubs.

Name

Address

City  State

# THE NATIONAL PROVISIONER

*The Magazine of the Meat Packing and Allied Industries*



Official Organ Institute of American Meat Packers

Volume 102

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Number 8

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## DAILY MARKET SERVICE

*(Mail and Wire)*

E. T. NOLAN

C. H. BOWMAN

*Editors*

The National Provisioner Daily Market Service reports daily market transactions and prices on provisions, lard, tallow and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 So. Dearborn st., Chicago.

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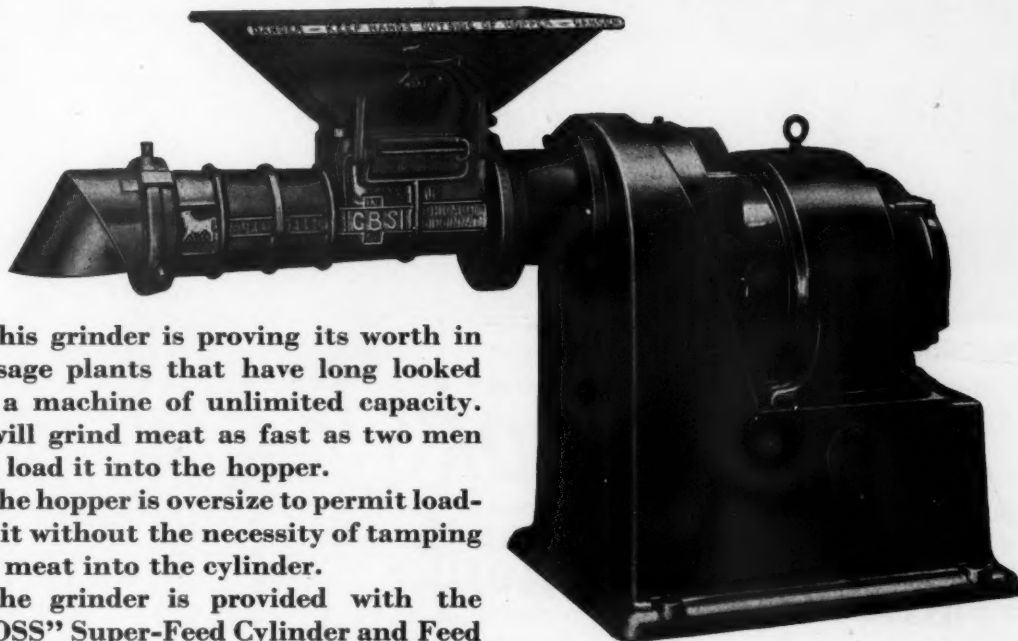
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# **"BOSS" CLOSE-COUPLED GRINDER**

*For Plants Requiring Heavy Duty Equipment*



This grinder is proving its worth in sausage plants that have long looked for a machine of unlimited capacity. It will grind meat as fast as two men can load it into the hopper.

The hopper is oversize to permit loading it without the necessity of tamping the meat into the cylinder.

The grinder is provided with the "BOSS" Super-Feed Cylinder and Feed Screw. It is furnished with 25 HP or 40 HP motor.



## **NEW "BOSS" JACKETED CYLINDER**

*Welded Sheet Steel*

The only cylinder made with sheet steel jacket which is firmly welded to the cylinder proper. It has outlet at top and bottom and may be used either for steam heating or cooling with brine.

It will withstand a working pressure of 100 pounds.

If it's a "BOSS" It is built to give  
"Best Of Satisfactory Service"



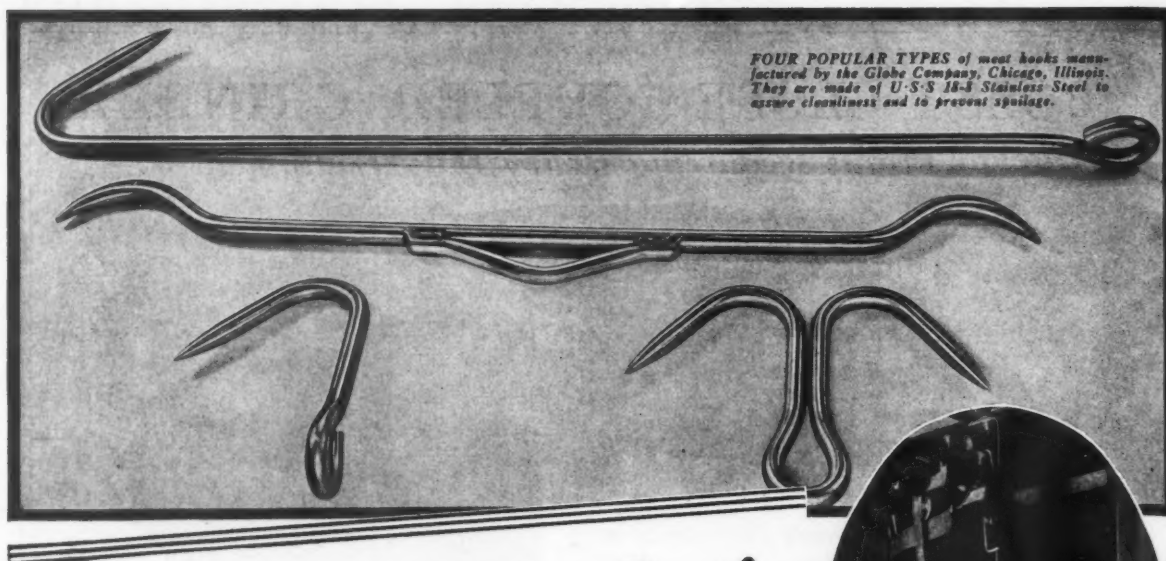
## **The Cincinnati Butchers' Supply Company**

824 Exchange Ave., U. S. Yards,  
Chicago, Ill.

*Mfrs. "BOSS" Machines for Killing,  
Sausage Making, Rendering*

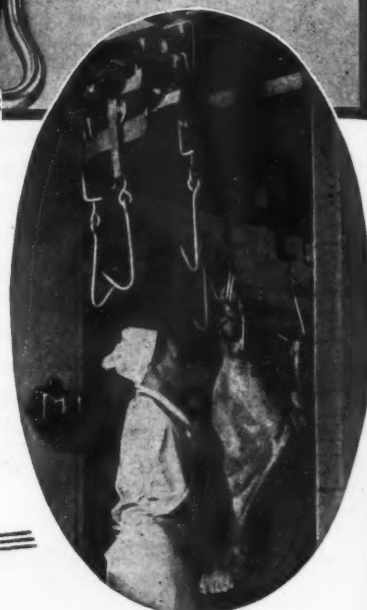
FACTORY:  
1972-2008 Central Ave.  
Cincinnati, Ohio

GENERAL OFFICE: 2145 Central Parkway, Cincinnati, Ohio



# Meat Hooks!

and thereby hangs  
a Tale . . .



"JUST meat hooks" you might say. "Why should I be interested in meat hooks?"

That's a fair question, and here's the answer.

These four meat hooks represent the simplest application of U.S.S. Stainless Steel we've been able to find. Yet these hooks are made of this ever-brilliant metal for exactly the same reasons that food producers are using it in applications involving thousands of pounds of the metal.

First, *these hooks will never corrode*

— never contaminate the meat into which they are imbedded. And meat acids are among the most corrosive of all food substances, quickly attacking other commercial metals.

Second, *these hooks will always be easy to clean, easy to sterilize.* Their permanently bright surfaces provide no convenient hiding places for bacteria or other tiny deposits.

Third, *these hooks are strong,* because U.S.S. Stainless Steel is far stronger than regular steel and ordinary commercial metals.

Fourth, *these hooks will last indefinitely,* for U.S.S. Stainless Steel, besides its matchless resistance to corrosion, has extreme hardness, resistance to bending, denting, abrasion, or other hard treatment.

These four facts apply not only to meat hooks, but to all food processing equipment employing U.S.S. Stainless Steel. Make all exposed parts of U.S.S. Stainless Steel. You'll find it's the surest, most practical method of protecting the natural goodness of your product. Write for data.

## U·S·S STAINLESS STEEL

AMERICAN STEEL & WIRE COMPANY, Cleveland, Chicago and New York

CARNEGIE-ILLINOIS STEEL CORPORATION, Pittsburgh and Chicago

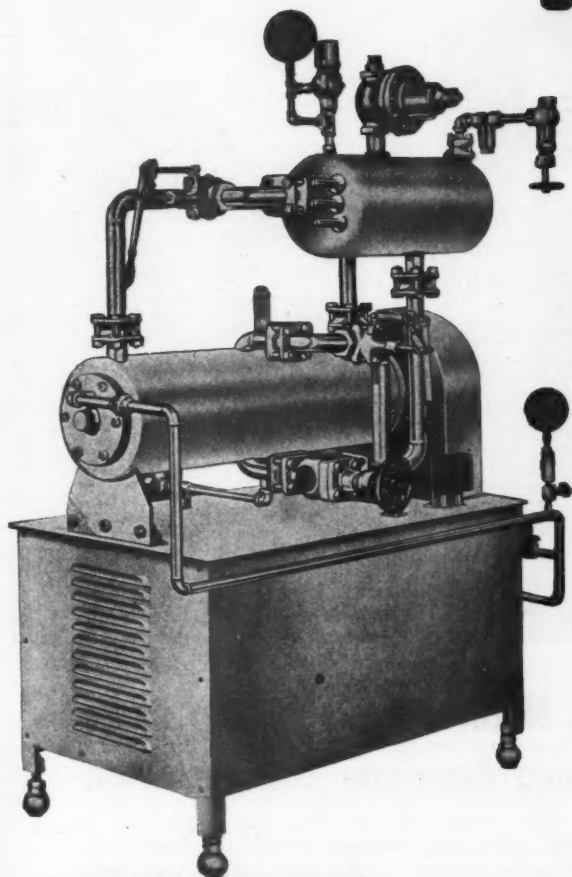
NATIONAL TUBE COMPANY, Pittsburgh



Columbia Steel Company, San Francisco, Pacific Coast Distributors • United States Steel Export Company, New York  
Scully Steel Products Company, Chicago, Warehouse Distributors

# UNITED STATES STEEL

*Is your lard*  
**PROFIT**  
**SATISFACTORY?**



*Above: The Junior Votator, requiring only about 20 square feet of floor space, has a capacity of from 3000 to 4000 pounds of lard per hour. Uses only 10 H. P. motor, and requires far less refrigeration than any other chilling system.*

Today there are growing indications that the lard business is taking a new lease on life—that lard is about to “go places”.

Almost everybody agrees that the first job is to produce better lard. And that means *better production methods*.

The Votator produces better lard—you can see and feel the difference. And that's not all—it does this at somewhat lower cost, and in far less space than any other method. . . . Both these advantages rise from the fact that the Votator does its job in a *closed system*, under positive control.

The Votator is the *best way* to make *better lard*. And better lard is the key to better *profits*. Write *today* for complete descriptive information.

**VOGT PROCESSES**

*A Division of the Girdler Corporation, Incorporated*  
**Louisville, Kentucky**

**The JUNIOR**  
**VOTATOR**

***A Continuous, Controlled, Closed-System  
Method for Production of Highest-Quality Lard  
and Vegetable Shortening***

**"WE'RE THE ONLY ONES WHO  
CAN INCREASE YOUR SALES!"**



**...and you've  
got to please us, or  
we won't buy!"**

## **Armour's Natural Casings help make the kind of sausage American families want**

● We all know, of course, that Mr. and Mrs. Consumer are the main consideration when we plan to sell goods.

But have you ever stopped to list the number of advantages Armour's Natural Casings can give your products?

First of all, we must remember that the porous texture of Armour's Natural Casings allow the great smoke penetration which means so much to sausage flavor. And flavor is the number one point in the housewife's mind when she buys.

Second, the appetizing appearance these cas-

ings give your sausage should be considered. They're flexible... and that means they cling tightly to the sausage, giving it an attractive, well-filled look that has a great deal of sales appeal.

Then, too, Armour's casings are *natural* protectors of your sausages' flavorful juiciness.

All things considered (and that should include the fact that Armour offers you a complete line to satisfy *all* your needs *when* you use them), we naturally feel that Armour's Natural Casings are your logical choice. Phone your Armour Branch House today.

# **ARMOUR'S NATURAL CASINGS**



## Statement by The Institute

ON BEHALF of its membership, numbering more than 375 meat packing and sausage manufacturing companies throughout the United States, the Institute of American Meat Packers will seek to intervene in the suit which the Wage and Hour Administration is bringing against a member company to clarify the meaning of Section No. 7 (C) of the wage and hour act.

Because of widely varying conditions in different plants, numerous individual members also probably will seek to intervene to make sure that their individual situations are considered adequately in any decision reached.

Livestock producers throughout the United States have been keenly interested in the outcome of the negotiations which were carried on between the Wage and Hour Administration and a committee of the Institute over the administration's recent interpretation of the law.

We are hopeful that the outcome will give the meat packing industry the flexibility which it urgently needs to take care of the farmers' peak marketings of livestock.

**A**N IMPORTANT test suit to clarify the meaning of the meat industry's partial exemption under the wage-hour act has been brought by the Wage and Hour Division against Swift & Company in federal district court at Chicago.

In applying for an injunction to restrain Swift from allegedly violating maximum hours and overtime pay provisions of the law, the Wage and Hour Division is upholding an interpretation of the act which has been challenged by the meat packing industry through the Institute of American Meat Packers.

The division's rulings now restrict the industry's 14-week annual exemption from the maximum hours and overtime pay provisions to employees engaged in buying, handling, slaughtering and dressing livestock, and operations immediately related thereto, thus cutting off such inter-related operations as chilling, cutting and curing from the tolerance benefits.

The division also holds that the exemption applies to all eligible employees in one establishment at the same time, rather than providing consecutive exemptions for different sets of employees in the same plant.

### Affects the Whole Industry

All meat packing companies subject to the act will be affected by the test suit; it is estimated that about 150,000 industry employees will be affected and that packers may be liable for between \$3,000,000 and \$4,000,000 in back pay if the wage-hour division's view of the law, which has never been accepted by the industry, is upheld by the courts.

A. F. Hunt, vice president of Swift & Company, in commenting on the division's application for an injunction, declared:

# WAGE-HOUR TEST SUIT

## Injunction Sought Against Packer in Suit to Clarify the Meat Industry's Partial Exemption From Hour and Overtime Provisions of the Wage-Hour Act

"The wage and hour law gives exemptions to agricultural industries. Congress so provided to facilitate the handling of perishable agricultural products. For some time a committee of the Institute of American Meat Packers and the Wage and Hour Administration has been discussing the recently published interpretations on the use of tolerance weeks in the meat packing industry.

"It is reported that the suit is being brought against Swift & Company to test the interpretations, presumably because we are a representative member of the meat packing industry.

"The purpose of this court action is to seek clarification of the law. The Institute of American Meat Packers and individual companies are expected to intervene."

### Other Packers Plan Intervention

Armour and Company, the Cudahy Packing Co. and Wilson & Co. have announced that they are considering intervening in the case, while the Institute (see the statement on this page) will also seek to intervene.

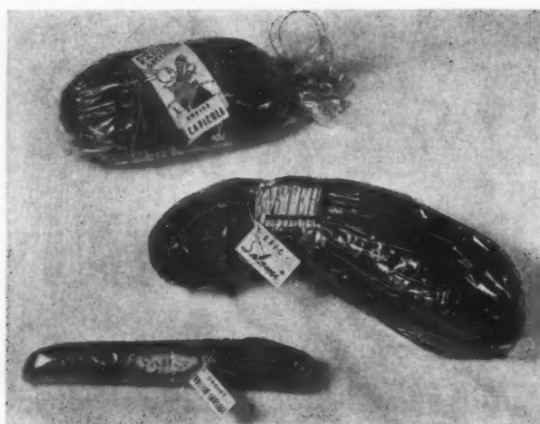
George A. Eastwood, president of Armour and Company, said:

"The suit involves a ruling by the administration giving to the act a more limited construction as applying to the packing industry than was generally understood as the law in the industry. The matter, therefore, is one affecting the industry generally and we are considering intervening in the suit."

The government complaint alleges that a large number of Swift employees in the Chicago plant have been employed for workweeks longer than 42 hours, without being paid at the overtime rate for hours worked in excess of 42, and that most of the workers employed in excess of 42 hours weekly were not directly engaged in the handling, slaughtering and dressing of meat. "Only a small percentage" of the employees, the complaint states, are exempt from overtime provisions in 14 weeks of the year.

Even in exempt departments, the complaint de-

(Continued on page 41.)



# EASTER PACKAGING

## SUGGESTIONS FOR EASTER SAUSAGE

Clear printed and colored transparent cellulose, with colored ties and printed transparent cellulose bands, is being used to build dry sausage sales at Easter.

**Backed With Planned  
Merchandising Will  
Win Holiday Market**

**T**HERE are two important reasons why progressive packers should give serious consideration to Easter meat packaging if they have not already done so. These are:

1.—Easter meat wrappers and packages encourage more meat buying, increase packers' profits and build prestige and consumer good will for the firms which use them. These results explain why a greater number of packers are packaging meat at Easter, and why a greater variety of meat products in eye-catching wrappers and packages is being offered for sale each year during the week preceding Easter Sunday.

2.—Ham buying for Easter is a custom which the packer should encourage and do his part to perpetuate. Serving ham for Easter is a tradition to which growing numbers of housewives subscribe, but one which they can easily overlook or forget if their memories are not jogged at the psychological time. Hams in Easter wrappers and packages, displayed attractively in the retail store and backed up with timely and appealing point-of-sale advertising, are the best insurance against lapses in consumer memory.

## Other Industries Successful

Flowers, candy, rabbits, colored candy eggs, chicks and ducklings are definitely associated with Easter and are purchased in large quantities for individual use and gift giving because producers and manufacturers have done intelligent promotion work for years to insure getting their share of the Easter trade.

More and more consumers are coming to identify ham and bacon as the accepted meats for Easter meals. Consumption of these meats at Easter will rise or fall in proportion to the effort made to identify them with the holiday by means of attractive packages and convincing advertising.

Easter, aside from its all-important religious aspects, has been, until recently, the day on which the new spring bonnet was worn, or the day for giving Mother a pot of lilies or a box of candy. It probably always will be the occasion for the children to greet the Easter

rabbit and to feast on Easter eggs and jelly beans.

The fact that candy and flowers have been long identified as symbols of Easter is not an accident or a coincidence. These products sell in large quantities at Easter because the flower and candy industries have for many years engaged in intensive promotion and advertising to get top shares of the Easter market.

## Easter a Gift Season

There has been another interesting Easter development—during the past few years an increasing number of people have come to recognize Easter as another season for gift giving. Consequently, like Christmas, Easter is becoming an important retail shopping season, rather than just a day for religious observance and celebration.

Turkey has high-lighted the traditional Thanksgiving and Christmas dinners for many years. Through the efforts of progressive meat packers, ham is now the main dish for Easter Sunday in a great number of homes. Consumers did not just happen on ham for the Easter dinner; packers sold the idea to them.

In like manner, a few of these enterprising packers are now stimulating their Easter business further by pushing other meats for home use at Easter

time and for gift giving. They have seen the possibilities in the expanding Easter market and they are featuring bacon, smoked meats and sausage in Easter dress at this season. Many have produced very encouraging results.

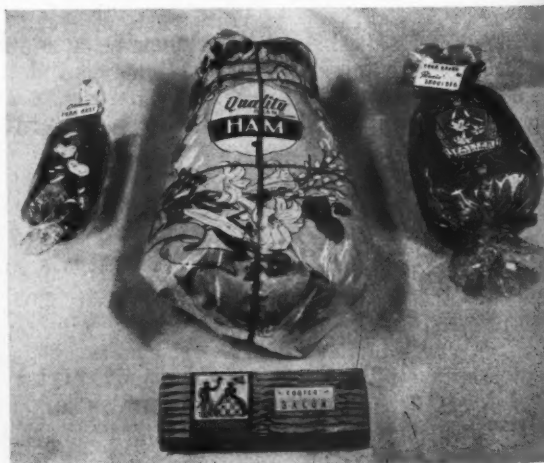
## Packers' Experiences

In communities where a considerable percentage of the population is of foreign extraction, packers have been particularly successful in stimulating a large volume of business by promoting Easter specialties. There are recorded instances of packers having sold out their entire initial production of Easter hams and sausage, and of having to reorder special Easter wrappers many times before Easter Sunday to satisfy demand. A packer's line of Easter meats made such a hit with consumers in one city that dealers placed orders during several weeks after Easter and specified Easter wrappers for the product which was to be delivered on the later dates.

Large sales of meat specialties don't "just happen" in the meat industry, any more than they do in other industries catering to Easter trade. Intelligent promotion is the answer. This involves special packaging, eye-catching displays in the retail store and convincing advertising. It has been demonstrated again and again that any packer who desires

## POPULAR EASTER MEAT WRAPPERS

At upper left is a pork butt in a printed transparent cellulose wrap. The ham is covered with plain parchment and has an overwrap of printed cellulose. Wrappers are held in place with colored string. The printed wrapper on the shoulder is secured with colored cellulose tape. The bacon wrap has a special Easter design. (Photos by duPont "Cellophane.")



extra Easter business must go after it aggressively.

An Easter meat merchandising campaign conducted by each individual packer and sausage manufacturer is unquestionably desirable. Effort to induce retail meat dealers to give Easter meat specialties prominent display is also needed. It is probably of greatest importance, however, that meats be offered for sale in colorful, attractive, eye-catching dress if they are to get the maximum of consumer attention at the point of sale.

### Opportunity in Packaging

Packaging offers a tested, effective and inexpensive opportunity to convert an everyday, staple article to a specialty with Easter glamor and appeal and is the unfailing means by which preferred display position can be obtained in the retail store.

Printers of transparent cellulose have developed many colorful and appealing stock designs of Easter wrappers. Their art departments are also well equipped to provide special designs. These special wrappers can be tied with colored transparent cellulose ribbons, which add an extra dash of color and give greater eye appeal to even the most colorful special wrapper.

Salami, cappicola and pepperoni may be wrapped in amber, red, green or purple transparent cellulose. When tied with colored transparent cellulose ribbons, these dry sausage become real impulse items; they actually radiate quality.

Parchment and other special papers are also available in Easter designs, or may be the basic under-wrap beneath transparent Easter covering.

### Packaging Tricks

As shown in the accompanying illustration, bacon can be promoted as an Easter specialty by featuring two packages wrapped in transparent cellulose printed in Easter designs. A printed band or wrapper is an effective and economical means of transforming any product into an Easter specialty. After the Easter holiday has passed, the band or wrapper may be removed from unsold packages and the product can be moved as an article for every day merchandising.

Fresh and dry sausage may be packed in reuse containers to cash in on the Easter gift market. Many packers have had very good results during the past two years in using glass and porcelain bowls to promote pork sausage sales. Experience has shown that many kinds of sausage can be sold in reuse containers at prices covering the container cost and yielding the regular profit.

Just as the packer must be inspired with the spirit of Christmas to capitalize on consumer spending at this season, so must he also enter wholeheartedly into the spirit of Easter and give his product Easter atmosphere if he wants to get his share of the Easter dollars.



## Peet's Line of Easter Meats to Appear in Three-Color Casings

**A**NOTHER article in this issue of THE NATIONAL PROVISIONER refers to the growing tendency to consider Easter as a gift-giving time, and points out the opportunity which this season offers to packers and sausage manufacturers to increase volume and profits by featuring a more varied line of meats in timely special wrappers and packages for home use and gifts.

Packers and sausage manufacturers who have been most successful in promoting meats at Easter time, including ham, other smoked cuts and sausage, have found the merchandising requirements quite simple. Attractive special wrappers and packages which give the meats Easter home-use and gift-appeal, and assure prominent display in the retail store, coupled with arresting point-of-sale advertising to remind consumers of the season and the availability of the particular products, have been found sufficient to turn the trick.

The G. M. Peet Packing Co., Chesaning, Mich., is typical of many packing and sausage manufacturing firms which will promote a varied line of meats for Easter consumption in 1940. For years the executives of this company have been very aggressive in their efforts to encourage Easter ham buying, and have been successful in moving a large volume each year in the Easter season.

### Smoked Meats in Casings

This year the company plans to offer a varied line of meats in casings printed with Easter designs, in addition to its ham and bacon. Included among the products which will be given such Easter promotion are tender ham, boneless smoked ham, boiled ham, Canadian style bacon and smoked picnics.

These products in their Easter dress are shown in the accompanying illustration. The casings are printed in three colors—purple, light green and

white—and are particularly attractive, show the products to good advantage and should help the company to move a large volume of product at profitable prices. Photo of the cased product is by Transparent Package Co.

The same general Easter design is used on all casings and the copy is varied only as required to identify the products. A number of recipes for preparing and serving tender ham are printed on the casing for this product.

Recipes, many meat merchandisers believe, are valuable in increasing the sale of meat products. This is particularly true if, as in the case of ham which may not be entirely consumed at one meal, tasty and unusual second- or third-time ways of using the meat are included.

### Canada Continues to Buy American Pork

While Canadian packers, chain stores and other importers were reported to have made a "gentleman's agreement" to curtail their purchases of fresh pork from the United States, such product was still moving late this week, according to information from the trade. The Canadian government has taken no action to restrict the importation of U. S. pork into Canada.

As predicted late last year in THE NATIONAL PROVISIONER, Canada has been buying more and more American pork to supply domestic needs as the Dominion increased its bacon exports to Great Britain. Fresh pork exports to Canada in December which were 5,000,000 lbs., jumped to 10 million lbs. in January and are reported to have been running about 5 million lbs. per week during February.

Great Britain has temporarily cut bacon purchases from Canada.



# Life Magazine Ad Initiates Record Sausage Link Effort

**W**ITH the publication of *Life* magazine this week, the largest pork sausage advertisement in history was brought to the attention of approximately 20 million consumers throughout the country. The ad appeared in the February 26 issue of *Life*, which was placed on sale Friday, February 23.

In addition, consumers throughout the United States will see a reprint of the advertisement displayed in retail meat stores. The reprint was distributed by the Institute's local chairmen to approximately 200,000 stores during the past few days. Thousands of dealers also are featuring displays of pork sausage with supplementary advertising tie-in material issued by individual meat packing companies.

As the campaign gathers momentum, a second store poster will be distributed to retailers next week. This poster ties in with the second advertisement, appearing in the March 11 issue of *Life*, which features pork sausage links and scrambled eggs. The fact that this combination represents one of the most popular food dishes on the American menu is brought out under the caption of the ad—"Isn't This Really America's National Dish?"

## Increase in Consumption

Indications that the advertising and promotional campaign will substantially increase consumer demand for pork sausage links, and that meat packing companies will sell more pork sausage than normally, constantly are being brought to the attention of the Institute through correspondence with its members, local chairmen and others.

From all sections of the country, reports from the "campaign front" describe the enthusiasm with which the program is being received by members of the local meat trade, hotels, restaurants and others who can aid in increasing sales of pork sausage links.

## Comments of the Trade

During the last few days, the Institute has received such comments as follow:

**PITTSBURGH, PA.**—"We have held meetings with our associates in the meat packing business, discussing all the phases of our national program. The general acceptance is, without doubt, the finest. Everyone in attendance left with definite plans and plenty of enthusiasm.

"We have also contacted the large chains, local chains, cooperative chains, retail grocers' association, butchers' association, and the hotel and restaurant association. They, too, have shown much interest in the program.

"Pittsburgh intends to go over the top in sales of pork sausage links."

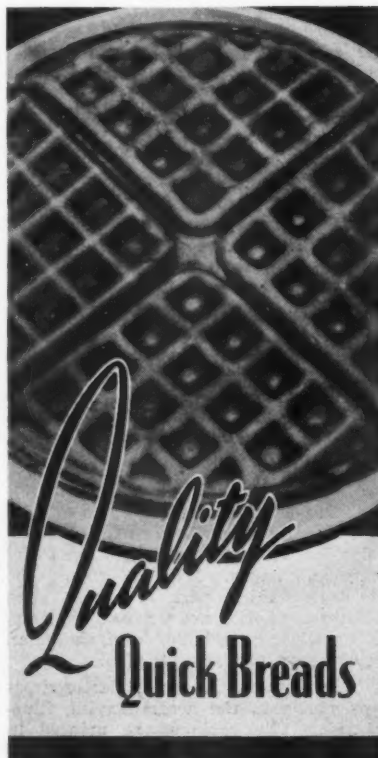
**PHILADELPHIA, PA.**—"You can rest assured that we will not leave a stone unturned in the Philadelphia section to do all we can to cooperate to the fullest extent with the Institute in making this campaign successful."

**NORTHERN IDAHO AND EASTERN WASHINGTON.**—"We are zoning northern Idaho and eastern Washington to be handled jointly by the packers of Idaho and Washington. They are all enthusiastic, and I believe that the industry as a whole and the individual packers will gain materially from this advertising campaign."

## Other Campaign Promotion

Concurrently with the *Life* advertisements, which contain many unusual and appetizing pork sausage link recipes, and with the store advertising material, home economics editors throughout the country also will feature news on pork sausage links.

The National Live Stock and Meat Board is cooperating by sending out recipe material, photographs, and other information concerning pork sausage links. Newspapers are beginning to feature this material. The Institute also is issuing similar information.



Hundreds of radio stations are receiving script material on pork sausage links which can be adapted to their particular localities. Radio speakers on home economics programs are especially interested in the campaign.

Other indications of active cooperation have come from representatives of virtually all businesses interested in the campaign. Hog producers, upon learning about the drive, are passing along the information to others. Manufacturers of foods often served with pork sausage have been advised of the campaign by the Institute, and have tied in their own advertising and promotion efforts with the program, instructing their salesmen to push pork sausage links with their own products.

All important railroads in the United States have been asked to feature pork sausage link dishes on their diners for luncheon and dinner as well as for breakfast; many have agreed to do so. The Institute has forwarded several hundred pork sausage recipe folders to railroads requesting this material.

For the next several weeks, pork sausage links apparently will receive the strongest promotional push ever given any single product in the industry. Based on information already received, sales should rise accordingly.

## LARD FOR QUICK BREADS

Waffles are popular the country over. Baking powder biscuits, oat meal muffins, date bread, nut bread, and others need no introduction, and all of them are especially delicious when prepared with lard. A six-page folder, "Quality Quick Breads," prepared and issued by the Institute of American Meat Packers, features all of these popular items.

This new leaflet on lard is a companion piece to the folder, "Perfect Pies," which recently was announced by the Institute. The same golden brown color enhances appetite appeal of the waffle illustration on the cover of the folder. Quantities are available from the Institute's Department of Advertising at low cost. Prices are as follows:

If orders aggregate 25,000 copies the price is \$5.25 per thousand; 50,000 copies, \$4.00 per thousand; 150,000 copies, \$3.00 per thousand, and 250,000 copies, \$2.25 per thousand.

## FORST'S SMOKED TURKEYS

Jacob Forst Packing Co., Kingston, N. Y., is now turning out a line of Catskill Mountain smoked turkey, which is being distributed in the New York area. An advertisement used by the company in the *New York Times* suggested the product for dinners, cocktail parties, buffet meals, hors d'oeuvres and canapés, served hot or cold. The turkeys were described as "prepared and smoked over fragrant applewood embers by the Forst family, who have for almost 70 years prepared and smoked the finest quality meats for epicures."



# Southern Packer Expands Plant for More Business

**A** PLANT addition recently completed by Rome Provision Co., Rome, Ga., has enabled the company to expand its fresh pork and beef business and marks an important step in development of an adequate livestock market in the Coosa Valley district of northwestern Georgia.

Housed in the addition are a killing floor, inedible rendering room, casing room, hide room, pre-cooler, beef storage cooler and a small freezer, in addition to locker and shower rooms for plant employees. Cooler space of the company has been increased four-fold.

The Rome Provision Co. has been manufacturing sausage and doing a small-scale business in fresh beef and

pork since its organization 15 years ago. The new addition, while paving the way to increased production of fresh meats, also makes it possible for the company to build volume on smoked meats, loaves and other specialties, most of which have been bought elsewhere.

One story in height, the addition has exterior walls of brick and concrete floors. Its up-to-date equipment includes Gebhardt cold air circulators, provided by Advanced Engineering Corp., and killing floor and rendering equipment supplied by Cincinnati Butchers' Supply Co.

Frank Mann, president of the company, gained his first experience in the meat industry at the age of 11 in a



FRANK MANN, ROME PRESIDENT

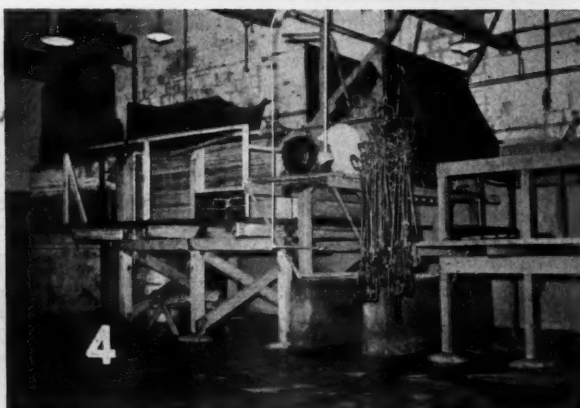
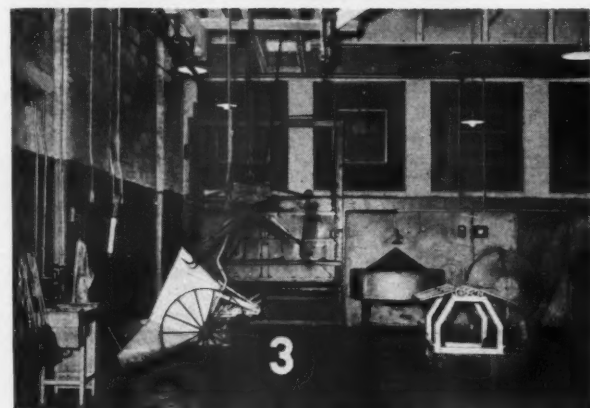
meat market. He and his brother started a retail sausage business about 20 years ago, beginning operations on a wholesale scale several years later. The company now employs 40 persons and distributes product over a radius of about 60 miles with its own fleet of trucks.



## GEORGIA PLANT EXPANDS

The accompanying photographs were taken at the plant of the Rome Provision Co., Rome, Ga., which recently expanded its operations after construction of a modern plant addition.

1.—Two employees of the plant display bologna and cured hams made by the company,



which has been producing a line of sausage products for a number of years.

2.—View in beef storage cooler, a feature of new addition.

3.—The new beef department is roomy, well lighted and contains the latest type equipment for efficient operations.

4.—View of hog dehairing equipment installed in plant



addition. Capacity of the plant for producing fresh beef and pork has been greatly increased by construction of the new unit.

5.—Exterior view of Rome Provision Co. plant, showing trucks which distribute company's product over a 60-mile radius. Forty persons are employed by the plant.



## Don't take THE LONG WAY 'ROUND

The shortest road is usually the quickest road. And the shortest road to profitable carlot trading operations, *through your broker*, is the quickest, surest and smoothest way.

In constant contact with all sources of supply and demand, the broker is completely informed on market conditions everywhere. He has the experience and ability to serve you intelligently, can supply you with authentic information for setting buying and selling policies, and can contribute definite savings in time and effort in actual trading.

Let the vital service, reliable counsel, and instant availability of brokerage service help to put you on the road to satisfactory trading.

**INTEGRITY**

**KNOWLEDGE**

**EXPERIENCE**

**Sterne & Son Co.**  
By-Products—Vegetable Oils  
332 S. LaSalle St., Chicago

**Sunderland & De Ford**  
Provisions—Beef  
327 S. LaSalle St., Chicago

**J. C. Wood & Company**  
Provisions—Beef  
By-Products—Vegetable Oils  
141 W. Jackson Blvd., Chicago

**Zimmerman Alderson Carr Company**  
Tallow—Grease—Vegetable Oils  
105 W. Adams St., Chicago

**The Davidson Commission Co.**  
Packinghouse By-Products  
327 S. LaSalle St., Chicago

**D. J. Gallagher**  
Provisions—Beef  
327 S. LaSalle St., Chicago

**John W. Hall, Inc.**  
Packinghouse By-Products  
327 S. LaSalle St., Chicago

**Hess-Stephenson Co.**  
Provisions—Beef  
327 S. LaSalle St., Chicago

**E. G. James Company**  
Provisions—Beef—By-Products  
332 S. LaSalle St., Chicago

**Lacy Lee, Inc.**  
Provisions  
141 W. Jackson Blvd., Chicago

**Odell & Whitting**  
Provisions  
327 S. LaSalle St., Chicago

**Roelag, Monroe & Co.**  
Vegetable Oils  
327 S. LaSalle St., Chicago

**Snow Brokerage Co., Inc.**  
By-Products—Vegetable Oils  
221 N. LaSalle St., Chicago

# Meat Inspection Division

## Activities During 1938-39

**F**EDERAL meat inspection was being carried on at 636 establishments in 242 cities and towns in the United States at the close of the government fiscal year on June 30, 1939. During the



E. C. JOSS

year, inspection was withdrawn from 38 establishments, 37 of which discontinued the preparation of meat and meat products for interstate shipment. This branch of the federal service, with which the meat packing industry is so closely allied, is under the immediate supervision of Dr. E. C. Joss, the division

being a part of the Bureau of Animal Industry, U. S. Department of Agriculture, Dr. John R. Mohler, chief. Ante-mortem inspection was given during the year to a total of 71,133,955 animals, of which 70,910,556 were passed. Post-mortem inspection was given to 71,117,699 carcasses, of which 70,914,906 were passed.

### More Exports Certified

The division re-inspected and certified 30.5 per cent more meat and meat food products for export shipment than in the 1938 year. It examined at ports of entry about 15 per cent less foreign meat and meat food products than in the previous fiscal year. Animal casings from 46 countries were released for entry.

Volume of products processed under federal inspection during the year ended June 30, 1939:

Placed in cure:	lbs.
Beef	120,944,267
Pork	2,386,143,503
Smoked and/or dried:	
Beef	53,190,862
Pork	1,397,034,478
Sausage:	
Fresh, finished	114,524,385
Smoked and/or cooked	590,054,887
To be dried or semidried	108,504,582
Leaf, headcheese, chilli con carne, jellied products, etc.	108,228,480
Cooked meat:	
Beef	11,135,622
Pork	182,987,452
Canned meat and meat food products:	
Beef	73,969,955
Pork	172,685,083
Sausage	30,370,887
Soup	196,937,933
All others	70,858,911
Bacon, sliced	253,780,600
Lard:	
Rendered	1,133,167,829
Refined	866,822,790
Oil stock	116,606,084
Edible tallow	81,532,458
Compound containing animal fat	336,941,301
Oleomargarine containing animal fat	47,846,734
Miscellaneous	15,853,297
Total	8,495,889,889

Product certified for export during the period included 28,610,417 lbs. of beef

and beef products; 2,501,831 lbs. of mutton and lamb and products; and 363,770,946 lbs. of pork and pork products. Certificates were issued covering the exportation of 23,623,680 lbs. of inedible animal products.

Foreign meat and meat food products passed for entry during the year were as follows:

Fresh meats:	
Beef and veal	2,548,141
Pork	2,912,781
Mutton and lamb	141,204
Canned meats:	
Beef	81,248,744
Pork	44,292,995
Other	588,372
Cured meats:	
Beef	1,910,008
Pork	2,154,548
Sausage, not canned	795,108
Oleo products	381,520
Edible tallow	4,297
Miscellaneous products	3,028,940
Total	140,006,848

### Imports by kind and origin were:

Fresh meats:	lbs.
Beef and veal:	
Australia	40,184
Canada	1,035,267
New Zealand	1,442,178
Pork:	
Canada	2,156,400
Lithuania	755,508
Mutton and lamb:	
Australia	57,593
New Zealand	83,595
Canned meats:	
Beef:	
Argentina	29,776,822
Brazil	31,084,826
Paraguay	4,189,965
Uruguay	16,180,188
Pork:	
Denmark	1,828,667
Hungary	4,694,129
Lithuania	1,251,584
Netherlands	1,294,189
Poland	32,417,377
Rumania	1,106,837
Sausage:	
Italy	472,223

Of animal casings offered for entry into the United States, 12,636,351 lbs. came in on certification, 90,538 lbs. being dried casings. Imports totaled 13,938,023 lbs. and 3,814 lbs. were refused entry.

Farmers, retail butchers and retail dealers are usually not subject to the federal meat inspection, but they are required to furnish shippers' certificates for Bureau records. In addition, retail butchers and retail dealers, in order to ship meat and meat food products in interstate or foreign commerce, are required to obtain certificates of exemption from inspection. During the year, 130 of these certificates were issued and 236 canceled. Number of certificates outstanding at the close of the year was 755.

### Farm and Dealer Shipments

There were 53,220 interstate shipments of meat and meat food products from animals slaughtered by farmers on farms during the year. A total of 4,292,709 lbs. of product was shipped, the largest single item being cured meat. Retail butchers and retail dealers hold-

ing certificates of exemption made 80,776 shipments totaling 8,502,118 lbs. of product. The bulk of this was cured meat and sausage was the second largest item.

The division maintains seven meat inspection laboratories scattered throughout the country. These laboratories examined 36,928 samples during the year; 4,047 were rejected. Adverse findings were due primarily to excessive water in sausage; excessive moisture in smoked meats; failure to declare added substances; too large an amount of added substance, and excessive fatty tissue in pork sausage.

The division approved 17,041 labels and other markings for use on inspected meats and meat foods and 527 labels for foreign-prepared products.

Six hundred fifty-eight sets of drawings and specifications for construction and equipment of new and remodeled buildings and changes in existing structures at federally inspected plants, or at establishments at which inspection was contemplated, were submitted to the division. The report points out that the purpose of such examination is to require means for proper sanitation and facilities for performance of efficient inspection.

### A. M. A. "ACCEPTED FOODS"

Meat and other foods which have been examined and approved by the Council on Foods of the American Medical Association are listed in the book, "Accepted Foods," recently issued by the association. Products which were on the council's accepted list on September 1, 1939, are described in the publication, which also contains the council's opinions on many nutritional topics. Rules and regulations of the council are given, as well as general decisions on food composition and the nutritional claims which may be used in advertising such products.

Accepted products are those which have been submitted to the council for consideration and have been found satisfactory in composition, it is pointed out. Chapters in the book are devoted to meat and meat products; fats and oils and their products, including lard and hydrogenated lard; mayonnaise and salad dressings; oleomargarine, and butter. Other chapters are devoted to vitamins and vitamin units; to examples of vague and inaccurate claims for foods and food products; examples of misuse of terms; some general problems in food advertising; detailed information for manufacturers desiring to have their products qualify for the council's stamp of approval, and extensive sections on fruit, grain, milk, milk products, and foods for special dietetic purposes.

The book contains 492 pages and includes an index and alphabetical list of manufacturers and distributors of accepted foods. It is published by the American Medical Association, 535 North Dearborn st., Chicago. Price is \$2.00.



# January Sausage Volume Up Over 1939; Bacon Output at New January High

**S**AUSAGE production under federal inspection during January totaled 66,216,941 lbs., or over 5,000,000 lbs. more than in January, 1939. Volume of the different kinds of sausage produced during the month were:

	Jan. 1940, lbs.
Fresh .....	13,797,005
Smoked and/or cooked .....	42,518,796
To be dried or semidried .....	9,901,140
Total .....	66,216,941

Total sausage production in federally inspected plants during the first three months of the packer fiscal year 1940, compared with 1939, was:

	1940, lbs.	1939, lbs.
January .....	66,216,941	61,138,875
December .....	59,581,307	59,452,050
November .....	67,155,268	66,612,075

Production of meat loaves and jellied products in federally inspected plants during January totaled approximately 1,500,000 lbs. more than in the same month a year ago. Comparisons for the packer fiscal year 1940:

	1940, lbs.	1939, lbs.
January .....	9,843,330	8,575,348
December .....	8,391,280	8,032,194
November .....	10,182,769	9,357,118

Volume of bacon sliced in federally inspected houses continues great, re-

flecting the large hog supply and the economical price of this product. Output processed under federal inspection for January was about 5,000,000 lbs. greater than a year ago. Comparisons for the packer fiscal year:

	1940, lbs.	1939, lbs.	1938, lbs.
January .....	24,778,179	19,860,787	17,271,741
December .....	22,336,794	18,607,520	17,381,833
November .....	22,903,197	19,967,669	16,800,154

Output of canned pork was almost double that in January, 1939, and the largest for any month during the past five years. Meat and meat food products canned under federal inspection during January totaled:

	1940, lbs.	1939, lbs.	1938, lbs.
Beef .....	7,412,207	30,963,195	3,747,978
Pork .....	25,715,416	11,039,140	78,877,936
Sausage .....	78,877,936	53,877,227	60,085,337
Soup .....	68,982,896	53,616,415	59,686,274
All other .....	62,180,588	48,752,624	52,530,356
Total .....	78,877,936	53,877,227	60,085,337

Total meat and meat food products canned during the first three months of the packer year 1940, compared with like periods of 1939 and 1938, were as follows:

	1940, lbs.	1939, lbs.	1938, lbs.
January .....	78,877,936	53,877,227	60,085,337
December .....	68,982,896	53,616,415	59,686,274
November .....	62,180,588	48,752,624	52,530,356

## PORK SPECIALTIES MULTIPLY

The rapidly growing list of spiced pork specialties being produced under brief, catchy names to tap the rich market pioneered by Geo. A. Hormel & Co.'s Spam is the subject of an article in the February 9 issue of *Printers' Ink*, a national publication devoted to sales, advertising, marketing, merchandising and similar topics.

Included in the article is a brief summary of how the Hormel company launched Spam nationally early in 1938 after a preliminary period of testing and experimenting. A factor in the increased interest shown by packers in this type of product, according to the article, is the current large volume of pork available.

In addition to Spam, the article mentions Mor (Wilson & Co.), Prem (Swift & Company), Treet (Armour and Company), Tang (Cudahy Packing Co.), Snack (John Morrell & Co.), Broadcast Redi-Meat (Illinois Packing Co.) and Spark, which is being packed for Clover Farm Stores by the Loyal Packing Co., Chicago.

The story touches upon merchandising plans being used to promote several of these products and predicts that price may become an important factor in sales if competition becomes severe. The questions raised by the article are:

1.—Will the consumer be able to re-

member which packer packs which brand?

2.—Will the housewife stick to the one she knows best, or be willing to try the others?

## HAPPY WORKER IS SAFER

"A man who is worried about being fired, or about the mortgage on his house, is apt to have an accident. A good personnel man often is called upon to relieve the tension in a workman who is having family troubles. If there are worries or disconcerting tensions, there is distraction that predisposes to accidents."

These were among the statements made by Bruce V. Moore of Pennsylvania State College before the recent conference held in Chicago by the personnel division of the American Management Association. Mr. Moore's general topic was "How Can Psychology Help Industry?"

Advocating use of psychology as a means of building greater employee efficiency and satisfaction, Mr. Moore mentioned that through this approach foremen could be taught to avoid giving confusing directions to their men, to understand the effects of praise and sarcasm, and to discount their own personal prejudices in dealing with fellow workers.



## PROMOTING NEW BEEF SPREAD

An attractive 12-page recipe folder, given to the consumer free with each purchase of Red Crown corned beef spread, has proved helpful in building customer acceptance of this product, introduced in May, 1939, by United Packers, Inc., Chicago. The spread is packed in 3-oz. cans bearing a red and white label, lettered in blue.

The folder, printed in red and blue, is written in an informal style and illustrated with atmospheric drawings. It gives about 12 menu suggestions incorporating the corned beef spread, also listing the complete line of Red Crown prepared meats produced by the company and including several suggestions for serving corned beef.

The introduction of the folder, called "Helpful Hints to the Smart Hostess," states that the recipes contained were prepared and tested by the Fanny Farmer school of cookery and gives general information on how to use the new product effectively.

## SLOGAN STAMPS AVAILABLE

Preparation of postage meter indicia and rubber stamps whereby the meat packing industry may publicize the recently adopted industry slogans, "A Meal Without Meat Is A Meal Incomplete" and "All Tasty Meat—Pork Sausage Links—All Food Value," has been announced by the Institute of American Meat Packers.

The postage meter indicia, which may be purchased individually for \$12.50, or at \$10 each if 20 or more are ordered, have been designed to fit all postage machines and the individual meter and unit numbers will be placed on them when ordered. The price of the rubber stamps is low and will depend upon the number ordered.

A meal without Meat  
is a meal incomplete.



# PLANT OPERATIONS

## *Ideas for Operating Men*

### PUMP PERFORMANCE

By W. F. SCHAPHORST, M.E.

The accompanying chart will be found useful by meat plant executives, engineers and mechanics for finding the horse power necessary to do almost any pumping job up to 100 h.p., determining gallons of water a given pump will lift per minute, finding the head; or calculating the efficiency of a given installation.

As an example: How many gallons per minute will be pumped by a 40-h.p. motor through a 40-ft. head, the efficiency of the pump being 50 per cent? Join the 40 (column A) with the 50 per cent (column E) and locate the intersection with column C. Then run a straight line through that intersection (column C) and the 40 ft. head (column D) and the answer (1,950 gal. per minute) is

to be found in column B of chart.

The principal point to remember is—always connect A and E and B and D. The two outside columns must be used together, and B and D must be used together. Knowing three of the values in A, B, D or E, the fourth is easily and quickly found without any computing.

Whether the motive power is electric, steam, gas, oil, belt or water makes no difference. And it doesn't matter about the pump either—whether duplex, triplex, reciprocating steam, centrifugal or air lift.

When figuring efficiencies allow about 80 per cent for duplex, triplex, and reciprocating pumps in general; a good modern centrifugal pump, about 60 per cent; for air lift pumps, 40 per cent is considered pretty good. Higher efficiencies than these have been and are at-

tained with all of the above pumps. If you know the exact efficiency of your pump or the pump you have in mind, so much the better. That, of course, is the efficiency to use in the chart shown on this page.

### AMOUNT OF COAL IN PILE

When bituminous coal is piled outdoors, as it often is, in a conical pile, tonnage in pile is easily estimated from this rule: Multiply diameter of base of pile in feet by itself three times and that result by .00248. Thus, if base of pile is 10 ft. in diameter, pile will contain  $10 \times 10 \times 10 \times .00248 = 2.48$  tons of bituminous coal.

For anthracite coal the rule is: Multiply diameter of base of pile in feet by itself three times and result by .00172. Thus, again, if base of the pile is 10 ft., pile will contain  $10 \times 10 \times 10 \times .00172 = 1.72$  tons of anthracite.

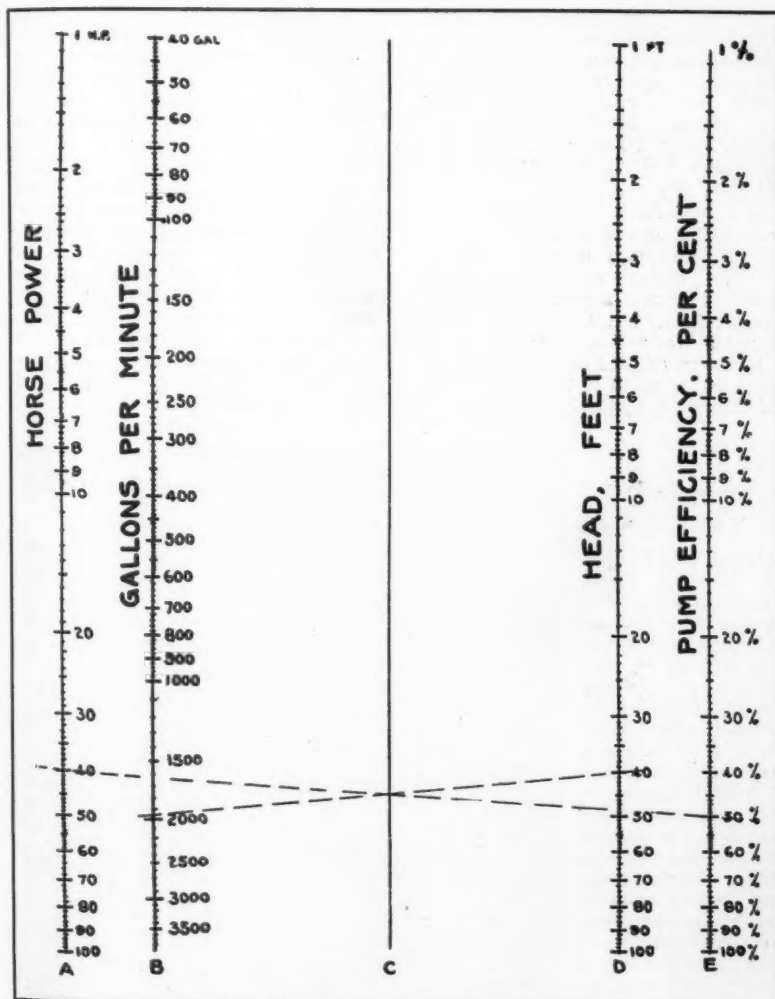
But coal is often stored in elongated piles, in which case the tonnage of bituminous coal is computed as follows: Find length of crest on top of the pile in feet. A good way to determine length of this crest is to subtract maximum width in feet of base of elongated pile from total length of pile at its base. Difference is length of crest. It is obvious that an elongated pile can be cut up into three parts. The two curved end portions, when added together, give us a cone, to which the above rules apply. The central portion has a triangular section from end to end and its volume is one-half as great as would be the volume of a rectangular block having the same base and height.

To find tonnage in this central portion, here is the rule for bituminous coal: Multiply maximum width in feet of base of elongated pile by itself twice, then by length of crest in feet, and then by .00474.

Thus if length of the crest is 10 ft. we get  $10 \times 10 \times 10 \times .00474 = 4.74$  tons of bituminous coal in central triangular section. Adding this to tons in ends, or 2.48 tons, as explained above, total tonnage is:  $4.74 \text{ tons} + 2.48 \text{ tons} = 7.22$  tons of bituminous coal in an elongated pile measuring 10 ft. wide by 20 ft. long at the base.

For elongated anthracite piles, apply above rule exactly as explained above, but use .0033 instead of .00474. Thus for an elongated pile of anthracite whose crest, again, is 10 ft.: Central triangular section contains  $10 \times 10 \times 10 \times .0033 = 3.3$  tons. Adding this to tons in ends, or 1.73 tons, as explained above, the total is  $3.3 \text{ tons} + 1.73 \text{ tons} = 5.03$  tons of anthracite coal in an elongated pile 10 ft. wide by 20 ft. long at base.

All dimensions are measured in feet in all of these rules, which are based on the fact that one ton of coal occupies approximately 38 cu. ft. on the average, whether anthracite or bituminous. The natural cone of anthracite is 0.25 as high as it is in diameter at its base. For bituminous coal the height is 0.36 as high as it is in diameter at its base.



# Up and down the MEAT TRAIL

## New Producer Group Has Plans to Boost

### Pork and Lard Use

American Pork Producers, Associated, said to be an organization of swine producers and their agencies, has been formed "to promote the distribution and consumption of pork and pork products for the advantage and mutual benefit of producers of hogs within the United States."

Organization of the association and its program was announced at a dinner for farm press and radio editors on the evening of February 15. Among other things, the organization proposes "an aggressive, immediately-launched meat advertising campaign financed by voluntary producer payments of 5c per hog marketed."

Its program is, in addition:

- 1.—To sponsor production of a superior grade of lard, packaged in an improved container under the name of "pure lard shortening," and plainly marked with a distinctive seal of merit.
- 2.—To restore pure lard shortening to its proportionate place in both household and commercial use.
- 3.—To promote the year-around use of pork in the American diet.
- 4.—To put more ham and bacon on the American breakfast table.
- 5.—To insure the maintenance of the organization as definitely a producers' group, financed by producers and with control and management in the hands of producers.
- 6.—To enlist the cooperation and participation of all interested groups and organizations.

A meeting of the association's officers, packers and representatives of the Institute of American Packers was held recently at which the organization's purposes and program were discussed. A committee of five members representing the American Pork Producers, Associated, and the Institute will confer on mutual problems.

## Mayor Maury Maverick Turns Salesman for Meat Packers

Maury Maverick, San Antonio's much publicized mayor, last week portrayed a new role—that of traveling salesman in the interest of San Antonio meat. Accompanied by Commissioner Henry Hein, Dr. Van C. Tipton, city health officer, and prominent members of the meat packing industry in Texas, Mayor Maverick visited Austin, Temple and San Angelo on a swing in behalf of meat.

The city council of San Antonio gave

the mayor permission to issue a proclamation designating "livestock week" in San Antonio coinciding with the livestock show on February 21 to 24. Mayor Maverick said he would call attention to the fact that livestock gives San Antonio a \$40,000,000 industry. Increases in the meat and livestock business were described as phenomenal; in some cases the growth has been 200 per cent during the last year.

## Tacoma Packers Cooperate in "Eat More Pork" Month

Meat packers of Tacoma, Wash., have heartily endorsed the proclamation issued recently by Mayor J. J. Kaufman designating February as "Eat More Pork" month in that city. The mayor's action was the result of a movement started early this year by the Packinghouse Workers' union and endorsed by various other unions and civic-minded organizations.

Among well-known Tacoma packers who are wholeheartedly participating in this drive are: H. A. Mady, president, Carstens Packing Co.; J. Paul Adams, president, Adams Packing Co., and Walter J. Fritz, jr., president, Federal Meat Co.

In a statement to the press, Mr. Mady called attention to the big promotional campaign featuring sausage in natural casings which is now being conducted by the Institute of American Meat Packers. Mr. Adams stated that the public was not sufficiently informed as to the magnitude of the packing industry in the state of Washington. He said thousands are employed in it.

## YOUTHFUL 50-YEAR VETERAN

Although only 59 years old, Albert J. Gagle, sausage manufacturing department, Armour and Company, Kansas City, receives a gold watch from superintendent C. J. Wacker for 50 years service with the company. Mr. Gagle was born on December 27, 1880. He started to work for Armour at 9 years of age and is probably the youngest 50-year veteran in the meat packing industry. Are there any challengers?



## Personalities and Events in the News This Week

S. Edgar Danahy, secretary, Danahy Packing Co., Buffalo, N. Y., has been elected vice president of the McCarragher Hotel Corp., which will take possession of the Hotel Buffalo, formerly the Statler hotel in that city. Mr. Danahy has stated that he and other prominent Buffalo men will endeavor to make their hotel the finest between New York and Chicago.

Armour and Company officials report that 2,500 persons attended the opening of the company's new \$50,000 sausage kitchen at Bangor, Me. C. W. Chamberlain, district manager, and S. E. Herick, assistant district manager, both of Boston, were in Bangor for several days to attend the opening. Kenneth A. Johnson, formerly assistant manager for Armour at Portland, has been appointed manager at Bangor.

Weisel & Co., sausage makers, Milwaukee, Wis., lost two veteran employees within the last month. Max Reinhold, superintendent for the past 30 years, died on January 18 at the age of 62. Mr. Reinhold had been in the sausage business since his youth, having learned the trade in his uncle's shop in Saxony. After coming to this country he spent several years in Nashville, Tenn. and Wichita, Kans., and later settled in Milwaukee. Otto Stein-

back, for many years in charge of Weisel's casing department, passed away on February 11. Mr. Steinbach was also born in Saxony, 72 years ago, but had spent the greater part of his life in Milwaukee.

Paul I. Aldrich, president and editor emeritus of THE NATIONAL PROVISIONER, left Chicago on February 24 on a vacation and business trip to Arizona and the West Coast. Mr. Aldrich expects to call on as many of his countless packer friends as his time and itinerary will permit.

Wilshire-Pico Meat Company, Inc., has been organized in Los Angeles county, Cal., with 500 shares of no par value capital stock. Directors of the new company are: J. G. Fall, Allen O. Cooper and Agnes H. Berges, all of Los Angeles.

Publicity office of the Southwestern Exposition and Fat Stock Show, Ft. Worth, Tex., was recently reopened on a full time basis. E. D. Alexander is again in charge. Show dates this year are March 8 to 17.

R. Clark Johnson, provision department, The Cudahy Packing Co., Chicago, was confined to his home this week by illness. His many friends wish him a speedy recovery.

B. J. Odell, of Odell and Whitting, Chicago provision brokers, is leaving this week-end for New Orleans and Biloxi, Miss., where he will spend his vacation away from the rigors of daily duties.

K. E. Hatfield, divisional sales manager for the Cudahy Packing Co. in Chicago, was tendered a dinner at the Hotel St. Paul, St. Paul, Minn., in honor of his recent promotion to that post. Previously Mr. Hatfield had been sales manager of the Cudahy plant at So. St. Paul for eleven years.

Oscar Mayer & Co. has made plans for erection of a new cooler at its Madison, Wis., plant. Permit for the construction of this newest addition, to cost about \$20,000, has been issued to the company.

Miller & Hart, Chicago, was one of the 15 companies to be awarded safety honors in the twenty-second semi-annual interplant accident prevention contest sponsored by the Greater Chicago Safety Council.

Howard Wilson, Northwest representative of the Cincinnati Butchers' Supply Co., was a visitor to the offices of THE NATIONAL PROVISIONER during the week.

W. M. Montgomery has been appointed manager of the Houston, Tex. branch of Armour and Company. Mr. Montgomery has been with Armour for 12 years, beginning as a salesman in Tulsa, went thence to Memphis where he later became assistant manager, and finally to Jackson, Miss. as manager.

L. Harry Freeman, a member of the Chicago Board of Trade for the last 46 years, died in New York City on February 19 at the age of 71. Mr. Freeman entered the exchange with the firm of Boyd, Lunham & Co., and later

## NEW HAM CHRISTENED

Jovial Don Wilson (center), winner for the fourth consecutive year of all-poll honors as America's favorite radio announcer, pours champagne over one of Cudahy Packing Co.'s new "Juicy-Cured" anniversary hams, while Carl F. Kraatz (left), Cudahy advertising and sales promotion manager, and Irving Auspitz, vice president, Erwin, Wasey & Co., look on.



became a partner in the grain house of Rumsey & Co. Although he moved to New York nine years ago, Mr. Freeman had retained his membership on the Board of Trade.

A building permit for a sewage treating plant was issued to the Rath Packing Co., Waterloo, Ia., last week. The permit places an estimated valuation of \$111,200 on the structure. The main building, one story with basement, will be 48 by 147 feet with additions of 43 by 51 and 25 by 29 feet. The company is also reported to have purchased seven lots adjacent to its present property in Waterloo.

A. St. Antoine, Whyte Packing Co., Ltd., and Ed. Beauchamp, produce merchant, both of Montreal, have been elected members of the Canadian Commodity Exchange, Inc.

The Albert Packing Co., Washington, Pa., has recorded another good year and is making optimistic plans for the future. During the past year the firm added an air-conditioned pork cutting room and two air-conditioned coolers. The company, owned by George Albert, is starting its ninth year of packing-house operation.

Certificate to conduct business under the firm name of City Packing Co. at 2136 E. Florence ave., Los Angeles, Calif., has been issued to Jack Connelly, the owner.

Columbia Packing Co., Snohomish, Wash., is being reopened by W. J. McBeath, who has had considerable experience with small plants. Operations will be started with about 25 employees.

The sixth annual dinner dance of the Armour Men's Social club was held recently at the Moila club in Chicago. The unusually large attendance and general success of the evening were most gratifying to all concerned. Officers of the club are E. A. Griffith, president; H. L. Croul, vice president and O. A. Sautter, secretary-treasurer.

## In the News 40 Years Ago

(From The National Provisioner, Feb. 17, 1900.)

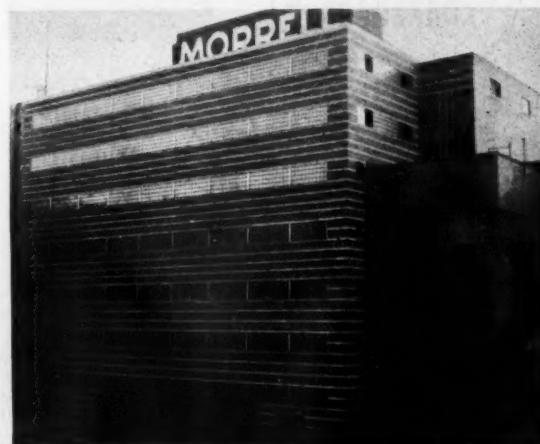
The Kansas City Live Stock Exchange has passed strong resolutions to forward to Congress protesting against the proposed unjust tax of 10c a pound on butterine. In the memorial it is asserted that such a law, killing the oleomargarine industry, would reduce the value of cattle \$4 per head and cause a corresponding reduction in the value of hogs.

The success of the Germans in the war of 1870 has been attributed by experts to the convenient prepared food

(Continued on page 26.)

## NEW MORRELL STORAGE UNIT

This eight-story structure, incorporating modern design and construction, was recently completed at Ottumwa, Ia., by John Morrell & Co., replacing a 45-year-old pork storage building. Temperatures in new building range from 38 degs. F. for curing to 10 degs. for holding frozen meats.





# KEEPING PACE...



Typical UNITED'S B. B. (Block Baked) Corkboard Installation

Year by year, refrigerating methods change. And UNITED'S B. B. (Block Baked) Corkboard has kept pace with these improvements. Precision-controlled manufacturing methods, fine selection of granules, Block Baking by an exclusive process of combined external and internal heating to maintain absolute uniformity throughout the entire sheet . . . all result in an air-tight, moisture-resistant board.

UNITED'S scientific erection methods, by skilled craftsmen, likewise, assure a permanent installation . . . a maximum of insulation efficiency over a long period of years.



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Boston, Mass.	Hartford, Conn.	New York, N. Y.	St. Louis, Mo.
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Resuming "on the spot" broadcasts by Mr. WELDO, United's very little man.

Mr. WELDO, here we are right at the "side" of the All American Pig for 40. For a series of years we gather that he has signed himself to the job of the sausage machine but that he has not yet appeared. Here he is, a certain amount of his hardware appearing in a United spot news broadcast.

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UNITED STEEL & WIRE COMPANY

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# REFRIGERATION *and Air Conditioning*

## MEAT PLANT REFRIGERATION

A Complete Course for  
Executives and Workers  
Prepared by—

The National Provisioner

### LESSON 54

## Heat Load Cycle vs. Temperature Cycle

THE difference between temperature and heat was emphasized in earlier lessons in THE NATIONAL PROVISIONER course in meat plant refrigeration and air conditioning. The thermometer, it was pointed out, does not measure the amount of heat in a material or substance. Its important function is to indicate temperature change.

All objects contain heat. One substance may be at a higher temperature than another, but the quantity of heat in each may be the same. The British thermal unit (designated as B.t.u.) is a measure of heat quantity. A B.t.u. is the amount of heat required to raise one pound of water one degree Fahrenheit.

Total heat load during a cycle of cooling—from the time a hot carcass is placed in a cooler until the heat picked up by the refrigeration system is wasted to the atmosphere—is the sum of all of the individual loads. Diagram No. 1 has been prepared to give the student a picture of the relative size of the various heat loads. This diagram shows the percentages of the total heat load picked up at various points in the system from cooler to condenser.

### Cost of Dead Heat Load

It will be noted that in this particular case the "live" heat load is equal to the "dead" heat load. The latter load is that imposed on the system by radiation, heat losses through insulation and the heat added to the cooler by lights, motors, door openings, workers, etc. In cold storage rooms the dead load may be as much as 80 per cent of the total heat load. In any event, the dead heat load is present and must be taken care of. This fact makes it necessary to operate coolers fully loaded, if possible, to obtain the lowest refrigeration cost per pound of product. Somewhere in

the neighborhood of 65 per cent of the work expended to refrigerate a room will be expended regardless of the quantity of product present.

The heat load picture is entirely different at one season (winter) from that shown by the chart. The situation illustrated is typical for coolers and cellars for at least eight months of the year.

Temperatures encountered in a complete cycle of heat travel, from the hot carcass as it enters the chill room to the condensers, are shown in diagram No. 2. Heat flows from a warmer to a cooler medium, as indicated in the first four steps of this second diagram. From this latter point there is a gradual pick up of heat until the ammonia reaches the compressor.

A large increase in temperature, amounting to practically 90 per cent of the temperature increase, occurs at the machine. It will be noted by consulting diagram No. 1, however, that the gain in B.t.u.'s due to the heat added by compression is only 18 per cent. The reason for this lies in the low specific heat of ammonia gas, which results in a considerable temperature increase when a small amount of heat is added.

This second chart also gives some information on the ratings required for the different pieces of apparatus comprising the refrigerating system. Each piece of apparatus must fit accurately into the general plan and be of sufficient size and capacity to carry its own share of the load, as well as the load of the equipment preceding it in the cycle.

### QUESTIONS

(For the student to answer.)

If there is no cooler load in the summer, what percentage of compressor

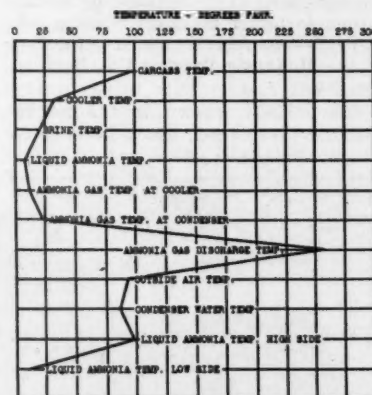


DIAGRAM NO. 2

Complete cycle of heat travel from hot carcass to liquid ammonia, showing temperature gradient

capacity should be operated?

Could the compressors be shut down? If not, why not?

If temperature of discharge gas from the compressor is only 110 degs. F., to what cause could the condition be traced?

Would the fact that the above temperature condition prevailed be considered a gain?

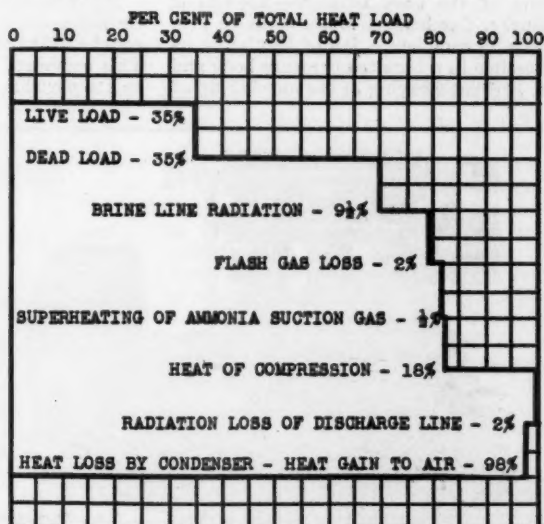
How many pounds of ammonia per ton of refrigeration are normally required in small systems?

How can line radiation, flash gas and dead load losses be reduced?

EDITOR'S NOTE.—Lesson 55 will discuss evaporative condensers.

DIAGRAM NO. 1

Diagram of the various loads comprising the gross B. t. u. pickup by ammonia in a complete heat cycle from the carcass cooler to the condenser. Percentages show proportion each contributes to the gross pickup. Note that while the gain in B.t.u.'s at the compressor is only 18 per cent, a large increase in temperature occurs at the machine.



## Unique Construction in Meat Truck Body

**A**N interesting new refrigerated truck—one which a number of meat plant delivery superintendents have characterized as "a noteworthy contribution to better meat distribution efficiency"—was recently added to the fleet of the McKenzie Packing Co., Burlington, Vt.

This vehicle, shown in the accompanying illustration, has a body 12 ft.



### ATTRACTIVE AND EFFICIENT

New wood-frame, mechanically-refrigerated, cork-insulated body which is providing efficient service for the McKenzie Packing Co., Burlington, Vt.

long outside, 4 ft. high and 66 in. wide inside, and is mounted on a Diamond T chassis. The body is framed with kiln-dried hardwood, amply reinforced throughout and completely lined with galvanized steel. Insulation in sides and top is 3 in. of corkboard so spaced that no joints are continuous, and hydrolined so that it will not absorb moisture.

Outside panels are of sheet steel welded at corners and joints to make a waterproof job. Similar construction is used inside. Floor is also of galvanized steel on top of 4 in. of corkboard. The aim of the body builders—Robbins & Burke, Cambridge, Mass.—was to provide as complete a job of insulation as possible in a high temperature body and to prevent swaying or the opening up of

any panel and lining joints in use.

Refrigeration is provided by a 3-h.p. Frigidaire transport compressor and two 24 in. by 54 in. Doleco vacuum cold plates, provided by the Dole Refrigerating Co., Chicago. Compressor is mounted on right side of the body in a closed compartment streamlined with the running board.

The refrigerating unit may be connected to electric power in the garage or at the loading dock and operated while the truck is being loaded. It will pull down the body temperature quickly so that the holdover plates will maintain

the desired temperature while the truck is in service, it is said. The cold plates are so located that the body is divided into two compartments, each of which is equipped with shelves at sides and rear. Each compartment is provided with electric lights.

The attractive appearance of the vehicle is enhanced by streamlining. Four other bodies of this type have been purchased by the McKenzie Packing Co.

### FINANCIAL NOTES

Mickelberry's Food Products Co. recorded a net profit of \$83,217 in 1939, equal to 27c per share of common stock. This compared with a profit of \$70,560, or 21c per share, in 1938.

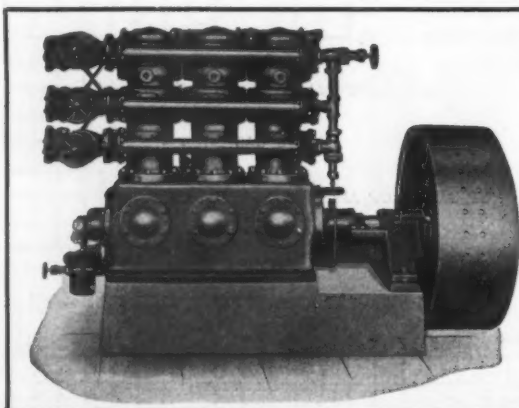
## PACKER AND FOOD STOCKS

Price ranges of listed stocks, February 21, 1940, or nearest previous date.

	Sales.	High.	Low.	Close.
Week ended	Feb. 21.	Feb. 21.	Feb. 21.	Feb. 21.
Amal Leather...	400	2	2	2
Do. Pfd. ....	200	16 1/4	16 1/4	16 1/4
Amer. H. & L.	6,200	5 1/4	5 1/4	5 1/4
Do. Pfd. ....	500	34	34	34
Amer. Stores...	5,200	13 1/4	13 1/4	12 1/4
Armour III.	5,100	5 1/4	5 1/4	5 1/4
Do. Pr. Pfd.	500	49 1/4	49 1/4	51
Do. Pfd. ....	...	...	...	64 1/4
Do. Del. Pfd.	200	109 1/4	109 1/4	108 1/4
Beechnut Pack.	...	...	...	124 1/4
Boback, H. G.	...	...	...	27 1/4
Do. Pfd. ....	...	...	...	114 1/4
Chick. Co. Oil.	1,900	12 1/4	12 1/4	12 1/4
Childs Co.	3,900	6 1/4	5 1/4	5 1/4
Cudahy Pack.	700	12 1/4	12 1/4	12 1/4
Do. Pfd. ....	90	70	70	63
First Nat. Strs.	1,400	45 1/4	45 1/4	44 1/4
Gen. Foods...	4,200	47 1/4	47 1/4	48
Do. Pfd. ....	100	117	117	116 1/4
Gildden Co.	1,600	18 1/4	18	18 1/4
Do. Pfd. ....	200	43	43	43
Gobel Co. ....	5,300	3 1/4	3 1/4	3 1/4
Gr. & P. Int' Pfd.	25	134	134	134
Do. New ....	...	...	...	113 1/4
Hormel, G. A.	...	...	...	34
Hygrade Food.	...	...	...	2 1/4
Kroger G. & B.	5,400	30	29 1/4	29 1/4
Libby McNeill.	1,300	7 1/4	7 1/4	7 1/4
Mickelberry Co.	150	3 1/4	3 1/4	3 1/4
M. & H. Pfd.	980	6 1/4	6 1/4	6 1/4
Morrell & Co.	...	...	...	43 1/4
Nat. Tea ....	600	4 1/4	4 1/4	4 1/4
Proc. & Gamb.	4,200	68 1/4	68 1/4	68 1/4
Do. Pfd. ....	300	113 1/4	113 1/4	113 1/4
Rath Pack. ....	100	33 1/4	33 1/4	32 1/4
Safeway Strs.	4,800	50	49 1/4	49 1/4
Do. 5% Pfd.	430	110 1/4	110 1/4	108 1/4
Do. 6% Pfd.	270	113	113	113 1/4
Do. 7% Pfd.	90	115	115	114 1/4
Stahl Meyer	...	...	...	2
Swift & Co.	6,700	23 1/4	23 1/4	23 1/4
Do. Intl. ....	750	...	...	31 1/4
Truax Pork ....	...	...	...	8 1/4
U. S. Leather.	400	5 1/4	5 1/4	5 1/4
Do. A ....	1,100	10	9 1/4	10
Do. Pr. Pfd.	...	...	...	65
United Stk. Yds.	400	2 1/4	2 1/4	2 1/4
Do. Pfd. ....	100	7	7	7 1/4
Weeson Oil ....	1,500	25	24 1/4	25
Do. Pfd. ....	100	68	68	70
Wilson & Co.	5,400	5 1/4	5 1/4	5 1/4
Do. Pfd. ....	500	58	57 1/4	58

### LIVESTOCK GROUP MEETS

The seventh annual meeting of the United States Live Stock Association was held at Springfield, Ill., February 22-24. The opening session marked the first annual meeting of the Live Stock Association of Illinois, established about a year ago as an affiliate. Meetings of the two groups were held jointly. Howard J. Gramlich, secretary of the American Shorthorn Association, was guest speaker at the opening session and talked on "Washington and Stockmen, Then and Now." Other speakers included R. C. Ashby, chief of livestock marketing, University of Illinois and R. C. Pollock, general manager, National Live Stock and Meat Board.



## Internal Force Feed Lubrication

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# Product Prices Show Little Change; Lard Futures Down

Skinned hams and picnics active in carlot market and picnics gain fractionally—Lard fluctuates narrowly but is aided by strength in grains.

**P**RICES of most pork products were unchanged to a little lower this week, with picnics showing about the only definite gains; light bellies were lower and lard futures lost ground as hog receipts continued on a fairly liberal scale.

## LARD

Lard futures fluctuated narrowly during the three days' trade in the Chicago market this week, borrowing some strength from grains to offset hedge selling by local and western packers against accumulating stocks.

After showing a little strength last weekend, prices turned lower on Monday as hog runs continued at a fairly high level and warehouse interests hedged. The market was supported by small lot buying on the action of grains. There were liquidating sales by March and May longs on Tuesday and some hedge selling by warehousemen; early losses were wiped out as lard followed an advance in grains. The market opened firm at midweek; broader speculative demand offset hedge selling and some liquidation in March and May. Prices eased later to close 2½ to 10 points under the preceding Friday.

Cash trade has been rather quiet. Several tanks of loose lard sold on Wednesday and two tanks Thursday, based on the market. Cash lard was quoted at midweek at 6.07½ bid; loose, 5.20 nominal; neutral, 7.25 nominal, and raw leaf, 5.25 nominal. Refined lard was 7½c.

Domestic trade was good at New York but there was less export interest. Prime western was quoted at 6.70@6.80c; middle western, 6.60@6.70c; New York City in tierces, 6¼c, tubs, 6½c; refined continent, 6½@6¾c; South America, 6½@6¾c; Brazil kegs, 6½@6¾c, and shortening in carlots, 9¼c, smaller lots, 9½c.

## CARLOT TRADING

Interest was centered on skinned hams, picnics and bellies in the Chicago market this week; Easter buying and purchases by makers of canned pork specialties were factors in the trade. Prices were steady to a shade higher on the popular cuts and unchanged to slightly lower on other items. There was only routine interest in regular hams and the 10/16 were down ¼c. Green skinned hams moved well at steady prices; the 25/30 green were down ¼c at 10¼c and the 16/18 pickled were up ¼c at 13¼c.

Green picnics, especially the heavy

boning averages, were traded actively and marked up ¼@¾c. Car 6/8 S. P. picnics sold at 8¼c, up ¼c, and the 12/14 were quoted ¼c higher at 8¼c. There was fair interest in green seedless bellies with some spread in prices on the light end; local sellers were asking steady prices while outside producers were offering ¼c under. D. S. bellies drew fair interest and were held firmly as better trade was reported in the South. Fat backs were quiet and steady, with purchase of 1,600,000 lbs. of backs by the FSCC regarded as strengthening the lighter averages.

## FRESH PORK

While quiet early in the week in the face of smaller hog receipts, the fresh pork market brightened up at midweek; operations practically ceased over the holiday. Loin prices were unchanged over the weekend but advanced ¼c on Wednesday. Boston butts were off ¼c and skinned shoulders were quoted ¼c lower.

## SAUSAGE MATERIALS

Fresh regular pork trimmings were unchanged at 5c this week; plenty of

trimmings were available and interest was quiet. Special leans were marked down ¼c to 10¼c and extra leans were unchanged at 12¼c. Blade meat was slightly lower at 13c and cheek meat unchanged at 8¼c.

## Hogs

After hogs had fallen 10@25c on the Chicago market this week, prices advanced on Thursday (when receipts totaled only 10,000 head) and showed net losses of only 10@15c from last Friday. Light weights lost the most and on Thursday were 10@15c down from last Friday, while heavies were steady to 5c lower. High top of the week was \$5.65 on Monday compared with \$5.70 on Friday. The low top was \$5.50 on Thursday. Average weight was around 250 lbs.

(See page 31 for later markets.)

## RECORD HOME FAT OUTPUT

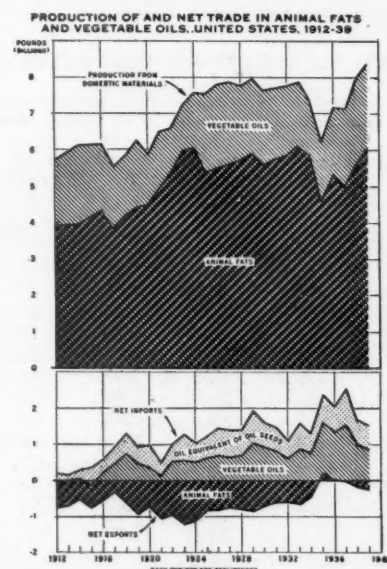
Production of fats and oils from domestic and imported materials in the United States during 1939 was the largest on record, according to the U. S. Bureau of Agricultural Economics. Disappearance also exceeded all previous figures, and the supply now on hand is slightly smaller than the record stocks at this time a year ago.

Production totaled about 9.1 billion lbs. in 1939 compared with 8.7 billion lbs. in 1938. Nearly 8.4 billion lbs. of the 1939 total were produced from domestic materials, as compared with 8.0 billion lbs. in 1938. Increased production of lard, tallow, soybean oil, linseed oil, greases, fish oils, and corn oil more than offset reductions in butter, oleostearine, and cottonseed oil, whale oil, oleo, and peanut oils.

Total imports of fats and oils, and of oil-bearing materials in terms of crude oil, amounted to about 1.8 billion lbs. in 1939, 3 per cent less than in 1938. Exports totaled about 480 million lbs., 61 per cent more than in 1938. The net balance of imports thus was reduced to about 1.3 billion lbs. The net balance totaled about 1.5 billion lbs. in 1938 and 2.5 billion lbs. in 1937, when imports of fats and oils were the largest on record.

Although over a billion pounds of fats and oils and oil-equivalent of raw materials were imported on balance in 1939, imports of food fats and oils (i.e., excluding non-edible imports) in the final quarter of the year were about 27 million lbs. less than exports and shipments to noncontiguous territories. From 1935 through 1938, and during most of 1939, imports of such fats and oils had exceeded exports, largely because of the adverse effects of drought on domestic production.

For the entire year 1939, net imports of such fats and oils totaled about 100 million lbs. With lard production now restored to about its pre-drought level, and with a marked increase in the domestic production of soybeans during the past six years, it is probable that the United States will have a surplus of



Production of fats and oils from domestic materials in 1939 totaled nearly 8.4 billion lbs., the largest on record. Production of animal fats and oils, including marine, was slightly over 6 billion lbs. and was exceeded only by that in 1933. Production of vegetable oils totaled over 2.3 billion lbs. As a result of large domestic production, imports of vegetable oils and oilseeds decreased further in 1939; exports of animal fats, chiefly lard, increased. (Chart by U. S. Department of Agriculture.)



food fats and oils for export in the next few years.

Total disappearance of fats and oils in the United States amounted to about 9.8 billion lbs. in 1939, nearly 600 million lbs. more than in 1938, and the largest total on record. Disappearance totaled 75 lbs. per capita compared with 71.1 lbs. in 1938 and 54.4 lbs. per capita in 1912, the first year for which such data are available. Stocks of fats, oils, and oil-bearing materials, in terms of crude oil, totaled slightly less on December 31, 1939 than the record stocks on hand a year earlier.

### FSCC BUYS LARD AND BACKS

Contracts for 5,100,000 lbs. of lard and 1,600,000 lbs. of fat backs have been awarded by the Federal Surplus Commodities Corp. under schedules FSC 1429 and FSC 1442, according to information received by the Institute of American Meat Packers. The FSCC has not announced the prices at which the products were purchased or the names of the packers receiving the awards.

### LARD AND GREASE EXPORTS

Exports from New York City, week of February 17, 1940, totaled 1,397,550 lbs. of lard and 180,000 lbs. of greases.

### MEAT INSPECTED IN JANUARY

Meat and meat food products prepared under federal inspection during January, 1940:

	January, 1940, lbs.
Meat placed in cure:	
Beef	9,555,904
Pork	266,982,600
Smoked and/or dried meat:	4,671,729
Pork	134,051,939
Bacon, sliced	24,778,179
Sausage:	
Fresh finished	13,797,005
Smoked and/or cooked	42,518,796
Dried or semi-dried	9,901,140
Meat loaves, head-cheese, chili con carne, jellied products, etc.	9,843,330
Cooked meat:	
Beef	631,297
Pork	15,528,393
Canned meat and meat products:	
Beef	7,412,207
Pork	30,963,195
Sausage	3,747,978
Soup	25,715,416
All other	11,039,140
Lard:	
Rendered	178,394,890
Refined	80,141,001
Oleo stock	8,598,832
Edible tallow	6,082,172
Compound containing animal fat	20,533,686
Oleomargarine containing animal fat	3,666,003
Miscellaneous	1,634,515

### CANADIAN STORAGE STOCKS

Stocks of meat in Canada:

	Feb. 1,* 1940.	Feb. 1, 1939.	5-yr. Feb. 1, av., lbs.
Beef	25,777,396	17,160,078	21,261,112
Veal	2,676,613	2,940,299	2,541,545
Pork	45,100,632	29,292,247	39,995,676
Mutton & lamb	5,535,440	4,265,668	5,039,295

\*Preliminary figures.

### Hog Cut-Out Results

HOG cutting results improved considerably this week as hog prices declined on the Chicago market and product prices held steady to a little lower. There was marked improvement in cut-out results on heavy butchers.

Loss on the 180- to 220-lb. butchers fell to 7c per cwt. compared with 13c last week, due mostly to a drop of 5c in total cost per cwt. alive. Medium butchers gained 9c over last week's loss of 22c per cwt. The 270- to 300-lb. butchers had a cutting loss 10c per cwt. smaller than last week, largely as a result of a decrease of 11c per cwt. in cost of hogs.

Price trend was downward in the Chicago hog market as runs continued at a fairly high level. The high top for the four-day period was \$5.65 on Monday while the low was \$5.50 on Wednesday. Average weight was around 250 lbs. There was a sharp rise Thursday with the top going to \$5.60.

Receipts at Chicago during the first four days of the week were 89,600 head compared with 103,581 a week ago. Receipts at 11 markets for the four days were 323,000, or 24,000 less than a week ago and 112,000 more than a year ago.

Test on this page is worked out on the basis of Chicago live hog costs and credits. Packers should use their own costs and credits for representative results in their own plants.

### HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive
	180-220 lbs.			220-240 lbs.			270-300 lbs.		
Regular hams .....	14.00	12.2	\$ 1.71	13.70	11.8	\$ 1.62	13.50	11.3	\$ 1.53
Picnics .....	5.60	7.8	.44	5.40	7.7	.41	5.10	7.7	.39
Boston butts .....	4.00	9.0	.36	4.00	9.0	.36	4.00	9.0	.36
Loins (blade in).....	9.80	11.3	1.11	9.60	11.0	1.06	9.10	10.5	.96
Bellies, S. P.....	11.00	8.9	.98	9.70	8.4	.82	3.10	6.4	.20
Bellies, D. S.....	.....	.....	.....	2.00	4.3	.09	9.90	4.3	.43
Fat backs.....	1.00	3.0	.03	3.00	3.3	.10	4.50	3.6	.16
Plates and jowls.....	2.50	3.1	.08	3.00	3.1	.09	3.30	3.1	.10
Raw leaf .....	2.10	4.9	.10	2.20	4.9	.11	2.10	4.9	.10
P. S. lard, rend, wt.....	12.40	5.3	.66	11.00	5.3	.58	10.20	5.3	.54
Spareribs .....	1.60	5.9	.09	1.60	5.8	.09	1.50	5.7	.09
Trimnings .....	3.00	4.7	.14	2.80	4.7	.13	2.70	4.7	.13
Feet, tails, neckbones.....	2.00	.....	.04	2.00	.....	.04	2.00	.....	.04
Offal and miscellaneous.....	.....	.....	.25	.....	.....	.25	.....	.....	.25
<b>TOTAL YIELD AND VALUE...</b>	<b>69.00</b>		<b>\$ 5.99</b>	<b>70.00</b>		<b>\$ 5.75</b>	<b>71.00</b>		<b>\$ 5.28</b>
Cost of hogs per cwt.....		\$ 5.46			\$ 5.36			\$ 4.92	
Condemnation loss .....		.03			.03			.03	
Handling and overhead.....		.57			.49			.40	
<b>TOTAL COST PER CWT ALIVE</b>		<b>\$ 6.06</b>			<b>\$ 5.88</b>			<b>\$ 5.35</b>	
<b>TOTAL VALUE .....</b>		<b>5.99</b>			<b>5.75</b>			<b>5.28</b>	
Loss per cwt.....		.07			.13			.07	
Loss per hog.....		.14			.30			.19	

## WEEK'S TRADING IN LARD

Fri., Feb. 16.—Sales: Mar. 3; May, 11; July, 14; Sept. 25; Oct. 1; total, 54 sales.

Open interest: Mar. 167; May, 1,489; July, 713; Sept., 391; Oct., 21; total, 2,781 lots.

Sat., Feb. 17.—Sales: Mar. 5; May, 24; July, 13; Sept., 41; total, 83 sales.

Open interest: Mar. 165; May, 1,488; July, 711; Sept., 414; Oct., 21; total, 2,799 lots.

Mon., Feb. 19.—Sales: Mar., 5; May, 12; July, 15; Sept., 16; total, 48 sales.

Open interest: Mar., 163; May, 1,479; July, 717; Sept., 425; Oct., 21; total, 2,805 lots.

Tues., Feb. 20.—Sales: Mar., 36; May, 11; July, 10; Sept., 41; Oct., 1; total, 99 sales.

Open interest: Mar., 130; May, 1,486; July, 724; Sept., 462; Oct., 22; total, 2,824 lots.

Wed., Feb. 21.—Sales: Mar., 10; May, 17; July, 9; Sept., 31; Oct., 1; total 68 sales.

Open interest: Mar., 122; May, 1,491; July, 731; Sept., 483; Oct., 23; total 2,850 lots.

Thurs., Feb. 22.—Holiday. No market.

## MEAT IMPORTS AT NEW YORK

Imports for the period February 8 to February 14, inclusive, at New York:

Point of origin.	Commodity	Amount, lbs.
Argentina—Canned corned beef.....	335,616	
—Roast beef in tins.....	18,000	
—Brisket beef in tins.....	16,800	
Brazil—Canned corned beef.....	468,000	
—Beef extract in tins.....	6,496	
Canada—Fresh chilled pork cuts.....	540	
—Fresh pork tenderloins.....	1,980	
—Fresh frozen ham.....	36,529	
—Fresh pork bellies.....	1,676	
—Frozen pork bellies.....	715	
—Fresh beef cuts.....	5,786	
—Frozen beef livers.....	1,923	
—Fresh pork sausage.....	25	
—Smoked sausage.....	340	
—Smoked bacon.....	1,741	
—Pickled bacon.....	35	
Cuba—Fresh frozen beef cuts.....	39,822	
—15 Fresh frozen beef carcasses.....	10,322	
Denmark—Smoked sausage.....	110	
France—Liverpaste in tins.....	780	
—Cooked sausage in tins.....	162	
Holland—Cooked sausage in tins.....	2,500	
Hungary—Smoked bacon.....	992	
—Smoked sausage.....	772	
Iceland—Fresh frozen lamb cuts.....	430	
—Fresh frozen lamb livers.....	60	
Italy—Smoked sausage.....	1,750	
—Smoked ham.....	550	
Lithuania—Cooked ham in tins.....	15,388	
Rumania—Cooked ham in tins.....	31,123	
—Cooked pork loins in tins.....	12,240	
—Cooked picnics in tins.....	9,739	
—Cooked pork butts in tins.....	9,360	

## CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for week ended February 17, 1940, were:

	Week Feb. 17.	Previous week.	Same time '39.
Cured meats, lbs.	14,842,000	14,755,000	14,008,000
Fresh meats, lbs.	56,794,000	58,795,000	44,899,000
Lard, lbs.	5,056,000	2,550,000	4,304,000

Watch Classified page for bargains in equipment.

# CHICAGO PROVISION MARKETS

## CASH PRICES

Based on actual carlot trading Thursday, February 22, 1940.

REGULAR HAMS.		
	Green.	*S.P.
8-10 .....	14	14½
10-12 .....	13½	14
12-14 .....	12½	13
14-16 .....	12½	13
10-16 Range .....	12½	....

BOILING HAMS.		
	Green.	*S.P.
16-18 .....	11½	12½
18-20 .....	11½	12½
20-22 .....	11½	12½
16-20 Range .....	11½	....
16-22 Range .....	11½	....

SKINNED HAMS.		
	Green.	*S.P.
10-12 .....	14½ @ 14¼	14½
12-14 .....	13½ @ 13¼	14½
14-16 .....	12½	13½
16-18 .....	12½	13½
18-20 .....	12½	13½
20-22 .....	12½	13
22-24 .....	12½	12½
24-26 .....	11½ @ 12	12½
26-30 .....	10½	11
25-up, No. 2's inc. ....	9½ @ 9¼	....

PICNICS.		
	Green.	*S.P.
4-6 .....	8½	8½
6-8 .....	8	8½
8-10 .....	8	8½
10-12 .....	8	8½
12-14 .....	8	8½
8-up, No. 2's inc. ....	8	8½
Short Shank ¾ @ ½ c over.		

BELLIES.		
(Square cut seedless)		
	Green.	*D.C.
6-8 .....	10 @ 10¼	11 @ 11¼
8-10 .....	9 @ 9¼	10 @ 10¼
10-12 .....	8 @ 8¼	9 @ 9¼
12-14 .....	7½	8½
14-16 .....	6½	7½
16-18 .....	6½	7½

\*Quotations represent No. 1 new cure.

GREEN AMERICAN BELLIES.		
18-20 .....	6	
20-25 .....	5½	

D. S. BELLIES.		
	Clear.	Rib.
16-18 .....	5½n	....
18-20 .....	5½	....
20-25 .....	5½	5½
25-30 .....	5½	5½
30-35 .....	5	5½
35-40 .....	4½	4½
40-50 .....	4½	4½

D. S. FAT BACKS.		
6-8 .....	4	
8-10 .....	4½	
10-12 .....	4½	
12-14 .....	4½	
14-16 .....	4½	
16-18 .....	5	
18-20 .....	5½	
20-25 .....	5½	

OTHER D. S. MEATS.		
Regular Plates .....	6-8	5
Clear Plates .....	4-6	4
D. S. Jowl Butts.....	....	3½
S. P. Jowls .....	....	3½
Green Square Jowls.....	4¼ @	4½
Green Rough Jowls.....	....	3½

## LARD.

No session Chgo. Board of Trade Thurs., Feb. 22nd (Washington's birthday).

## CASH AND LOOSE LARD

Prices of cash, loose and leaf lard on the Chicago Board of Trade:

	Cash.	Loose.	Leaf.
Saturday, Feb. 17.....	6.22½n	5.32½n	....
Monday, Feb. 19.....	6.15n	5.27½n	5.25n
Tuesday, Feb. 20.....	6.12½n	5.25n	5.25n
Wednesday, Feb. 21.....	6.07½	5.20n	5.25n
Thursday, Feb. 22.....	Holiday. No market.		
Friday, Feb. 23.....	6.07½n	5.17½n	5.25n

## FUTURE PRICES

SATURDAY, FEBRUARY 17, 1940.

	Open.	High.	Low.	Close.
LARD—				
Mar. ....	6.32½	6.35	6.32½	6.35
May ....	6.52½	6.55	6.52½	6.52½ax
July ....	6.70	6.75	6.70	6.72½ax
Sept. ....	6.90	6.92½	6.90	6.90b
Oct. ....	....	....	....	6.97½ax

CLEAR BELLIES—				
Mar. ....	....	....	....	5.40n
May ....	....	....	....	6.00ax
July ....	....	....	....	6.75ax

MONDAY, FEBRUARY 19, 1940.

LARD—				
Mar. ....	6.32½	6.32½	6.30	6.30
May ....	6.47½	6.50	6.47½	6.50ax
July ....	6.67½	6.70	6.67½	6.67½ax
Sept. ....	6.87½	6.90	6.85	6.85
Oct. ....	....	....	....	6.95ax

CLEAR BELLIES—				
Mar. ....	....	....	....	5.40n
May ....	6.05	....	....	6.05
July ....	6.85	....	....	6.85ax

TUESDAY, FEBRUARY 20, 1940.

LARD—				
Mar. ....	6.27½	6.27½	6.17½	6.27½b
May ....	6.45	6.47½	6.37½	6.47½
July ....	6.65	6.67½	6.57½	6.67½ax
Sept. ....	6.82½	6.85	6.75	6.85ax
Oct. ....	6.92½	6.95	6.85	6.95ax

CLEAR BELLIES—				
Mar. ....	....	....	....	5.40n
May ....	6.05	....	....	6.05n
July ....	....	....	....	6.85ax

WEDNESDAY, FEBRUARY 21, 1940.

LARD—				
Mar. ....	6.27½	6.27½	6.20	6.20b
May ....	6.47½	6.50	6.42½	6.42½ax
July ....	6.67½-65	6.70	6.62½	6.62½ax
Sept. ....	6.85	6.87½	6.80	6.80
Oct. ....	6.95	6.95	6.90	6.90ax

CLEAR BELLIES—				
Mar. ....	....	....	....	5.40n
May ....	6.05	....	....	6.05
July ....	....	....	....	6.80ax

THURSDAY, FEBRUARY 22, 1940.

Holiday. No market.

FRIDAY, FEBRUARY 23, 1940.

LARD—				
Mar. ....	6.22½	6.27½	6.22½	6.22½ax
May ....	6.45	6.47½	6.40	6.40b
July ....	6.62½	6.65	6.62½	6.62½ax
Sept. ....	6.82½	6.85	6.82½	6.82½ax
Oct. ....	6.95	6.95	6.92½	6.92½ax

CLEAR BELLIES—				
Mar. ....	....	....	....	5.40n
May ....	6.00	....	....	6.00
July ....	6.75	....	....	6.75

Key—ax, asked; b, bid; n, nominal; —, split.

## PORK PRODUCTS EXPORTS

Exports of provisions from Atlantic and Gulf Ports for week ended February 17, 1940, as far as segregation is available:

## TOTAL EXPORTS BY PORTS.

From	Pork, Bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
New York .....	....	941	1,898
Mobile .....	....	....	2,310
Previous week .....	....	....	2,021
2 week ago .....	255	1,314	5,082
Cor. week 1939 .....	....	4,654	3,670

SUMMARY NOV. 1, 1939, TO FEBRUARY 17, 1940.

	1939, to 1940.	1938, to 1939.
Pork, M lbs. ....	102	16
Bacon and hams, M lbs. ....	23,152	65,525
Lard, M lbs. ....	30,957	61,375

Export data not available from Canadian ports.



# THIS MAN CAN HELP YOU!

*Representing Fearn's many salesmen, this man has over 150 years' experience in the meat packing field; he has fresh contacts with meat packers all over the United States; he is a specialist in at least one phase of your business. And it's his business to help you. Talk with him . . . soon.*

**Fearn Laboratories, Inc.**

*Manufacturing-Specialists to the Meat Packing Industry*

701-707 N. WESTERN AVE.

CHICAGO

## In the News 40 Years Ago

(Continued from page 19.)

supplied by the sausage makers of Berlin.

It is expected that the new Cudahy packing plant at Armourdale will be ready for business about May 15. One of the chief innovations will be a dining room for the use of officers and managers.

## In the News 25 Years Ago

(From The National Provisioner, Feb. 13, 1915.)

Experts and machinery men have preached to packers the value of modern methods of handling packinghouse tankage. THE NATIONAL PROVISIONER has given all the publicity possible to this advice, because it means money saved which might otherwise be lost. The same thing is true of tank water, which packers once ran off into their sewers. Now, when most markets are dull or dead and products move slowly, the tankage question looms up again. The tankage market has been nominal and some grades have been almost unsalable. Those who have used the best methods are getting the best results, while those who stuck to the old ways find it almost impossible to get rid of their product. . . . Western packers are finding an outlet for much of their product in sales of digester tankage to hog feeders. They have received fair value for it, while producers of air-dried and other low grade tankage find it almost impossible to find buyers for their product. It certainly pays to keep up to date.

W. G. Agar, who went from the West to Pittsburgh and took over management of the Dunlevy & Bro. Co. on the death of the head of that company last year, has now been elected president. Under his direction the firm is preparing to enlarge its plant to three times the former capacity. Mr. Agar is a member of the executive committee of the American Meat Packers' Association, and is known as one of the most aggressive and popular men in the trade.

L. Harry Freeman celebrated his twenty-seventh year with Boyd, Lunham & Co. on February 6. He is now the oldest member in the firm—in point of service, remember!—and has never, as boy and man, been with any other concern. (Note—Mr. Freeman died on February 19, 1940 at the age of 71. An obituary will be found on page 19 of this issue.)

## SAUSAGE TROUBLES

Has your bologna come down with "green center," or do your franks have "rubber skins"? Such ailments are diagnosed in THE NATIONAL PROVISIONER's new book, "SAUSAGE AND MEAT SPECIALTIES." Write for leaflet describing the book.



# Steady Undertone in Tallow and Greases; Trade Moderate

N. Y. extra trades at 5¼c, unchanged from last week—Continued lard heaviness draws much attention—Only modest consumer support necessary to maintain present tallow prices.

**TALLOW.**—The tallow market at New York presented a very steady appearance, largely the result of a moderate demand accompanied by an absence of pressure of producers' offerings. Sales during the week were estimated at about 500,000 lbs., extra trading at 5¼c on the spot, or unchanged from the previous week, while the last business in April was at the 5¼c level. Dealers were reported to have paid 5¼c for special tallow here or the same level as extra.

Continued heaviness in lard attracted most attention in tallow circles. Gossip that lard continues to go into the soap kettle will not be downed. However, with producers' ideas on tallow steady, and with sellers in a comfortably sold up position, only modest support from consumers is required to maintain tallow prices at the moment. While very little business was reported in forward tallow this week, there was no doubt that April delivery could have been sold at 5¼c.

At New York, edible was quoted at 5¼c; extra, 5¼c, and special, 5¼c.

There was no London tallow auction this week. Tallow prices at Liverpool were unchanged from the previous week, with all grades quoted at 24s 6d.

Tallow futures at New York were dull and about steady, with March 5.25 bid, May, 5.30 bid and July, 5.45@5.60.

Tallow quotations at Chicago this week were practically identical to those of a week before. Large consumers still appear to be well supplied with respect to immediate needs. Prime has been salable this week at 5¼c, March; nominally quoted late in week at 5¼c, Chicago, prompt, with 5¼c, Cincinnati, late April, considered available for good production. Demand for nearby prime quiet throughout week. Edible last sold equal to 5¼c, Chicago. Special tallow sold middle of week at 5¼c, Chicago, prompt; it was later offered at 5¼c, with 5c bid. A few tanks of No. 1 tallow sold late last week at 5¼c, Chicago, for February delivery. Thursday's quotations at Chicago were:

Edible tallow	5¼ @ 5¼
Fancy tallow	5¼ @ 5¼
Prime packers	5¼ @ 5¼
No. 1 tallow	5¼ @ 5¼
Special tallow	5¼ @ 5¼

**STEARINE.**—A quiet and steady market again ruled stearine at New York. Oleo was quotably unchanged at 6¼c.

At Chicago, the market was inactive but steady; prime quoted at 6@6¼c.

**OLEO OIL.**—Interest continued of a routine character at New York, but the market was barely steady in tone. Extra was quoted at 7c; prime, 6¼ @ 6¼c and lower grades, 6¼ @ 6¼c.

At Chicago, demand was limited but the market steady. Extra was quoted at 7¼c.

**LARD OIL.**—Demand at New York was rather limited and prices barely steady, with heaviness in raw materials. No. 1 was quoted at 8¼c; No. 2, 8¼c; extra, 9c; extra No. 1, 8¼c; winter strained, 9¼c; prime burning, 10c and inedible, 9¼c.

(See page 31 for later markets.)

**NEATSFOOT OIL.**—Demand was small at New York but prices held steadily. Cold test was quoted at 19¼c; extra, 9c; No. 1, 8¼c; prime, 9¼c, and pure, 14¼c.

**GREASES.**—A steady to firm tone ruled the grease markets at New York this week, but the volume of business passing was not large. Consumers paid 4¼c for yellow and house grease, unchanged from the previous week's level, while some business was reported with non-soapers at the 5c level, although confirmation was lacking.

With tallow steady and producers not pressing offerings of greases, the market had a very good undertone, but some of the larger soapers appeared to be backing away from the market again. Reports indicated that some fresh export inquiries came into the market, while the outward movement continued fairly good. During the week ended February 17, New York cleared 180,000 lbs. of greases. Early this week, an additional 56,800 lbs. cleared.

At New York, choice white was quoted at 5¼ @ 5¼c; yellow and house, 4¼c and brown, 4¼ @ 4¼c.

After a week marked by light trading in greases, largely brought about by continued lard easiness, the Chicago grease market on Thursday showed prices unchanged to a little below the preceding week. Soapers' persistent interest in lard at present low quotations has diverted some attention from the grease market; interest remains highest for March and April delivery. White grease was salable late in week at 5¼c, Cincinnati, April, with 5¼c last paid at Chicago. On Thursday there was some interest expressed for Eastern shipment at a shade over 5¼c, Chicago basis; this, however, remained unsatisfied. Several tanks of yellow grease sold this week at 4¼c, Chicago, prompt. Quotations on Thursday at Chicago:

Choice white grease	5¼ @ 5¼
A-white grease	5¼ @ 5¼
B-white grease	5¼ @ 5¼
Yellow grease, 10-15 f.f.a.	4¼ @ 4¼
Yellow grease, 16-20 f.f.a.	4¼ @ 4¼
Brown grease	4¼ @ 4¼

## BY-PRODUCTS MARKETS

Chicago, February 22, 1940.

By-products about steady with last week and largely nominal. Very little material moving in some parts of list.

### Blood.

Blood nominally around \$3.00@3.10; last sales reported at outside figure. Buyers' and sellers' ideas have tended to be a little closer this week.

	Unit.
	Ammonia.
Unground	\$ 3.00 @ 3.10

### Digester Feed Tankage Materials.

Some 11-12% tankage sold this week in range shown. Car good production sold early mid-week at \$3.15, Chgo. Bidding generally below this figure.

Unground, 11 to 12% ammonia	\$ 3.00 @ 3.15
Unground, 6 to 10%, choice quality	3.50 @ 3.60
Liquid stick	2.00 @ 2.25

### Packinghouse Feeds.

This market unchanged and inactive; tone steady.

	Carlots, Per ton.
90% digester tankage	\$ @50.00
50% meat and bone scraps	@47.50
Blood-meal	@65.00
Special steam bone-meal	@45.00

### Bone Meals (Fertilizer Grades).

Bone meals firm at prices quoted; very little material moving.

	Per ton.
Steam, ground, 3 & 50	\$ @30.00
Steam, ground, 2 & 26	@30.00

### Fertilizer Materials.

Fertilizer materials quiet and steady. The 10-11% tankage is offered at outside figure.

	Per ton.
High grd. tankage, ground, 10@11% am.	\$ 2.75 @ 3.00 & 10c
Bone tankage, ungrd., per ton	18.00 @ 20.00
Hoof meal	@ 2.25

### Dry Rendered Tankage.

Cracklings about steady with last week; sales very limited on restricted offerings. Last sales of low test reported at 70c, Chgo. Market largely nominal.

Hard pressed and expeller unground, up to 48% protein (low test)	.70 @ .72½
above 48% protein (high test)	.67½ @ .70
Soft prod. pork, ac. grease and quality, ton	@47.50
Soft prod. beef, ac. grease and quality, ton	37.50 @ 40.00

### Gelatine and Glue Stocks.

Market quiet and unchanged.

	Per ton.
Calf trimmings	\$18.00 @ 20.00
Sinews, pizzles	@18.00
Cattle jaws, skulls and knuckles	@35.00
Hide trimmings	13.00 @ 14.00
Pig skin scraps and trim, per lb., l.c.l.	3¼ @ 3½

### Horns, Bones and Hoofs.

Quotations steady with last week.

	Per ton.
Horns and cattle hoofs, house run	\$30.00 @ 32.50
Junk bones	22.50 @ 23.00

### Animal Hair.

This market unchanged and quiet.

Winter coll dried, per ton	\$30.00 @ 35.00
Summer coll dried, per ton	22.50 @ 25.00
Winter processed, black, lb.	6¼ @ 7c
Winter processed, gray, lb.	5¼ @ 6c
Summer processed, gray, lb.	3 @ 3¼c
Cattle switches	2¼ @ 2½c

## FERTILIZER PRICES

BASIS NEW YORK DELIVERY.

### Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex-vessel Atlantic ports, Feb. to June, 1940.....	@ 28.00
Blood, dried, 16% per unit.....	@ 3.10
Unground fish scrap, dried, 11½% ammonia, 16% B. P. L., f.o.b. fish factory.....	4.25 & 10c
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f. spot.....	@ 52.00
Feb. shipment.....	@ 52.00
Fish scrap, acidulated, 7% ammonia, 3% A. P. A., f.o.b. fish factories....	2.50 & 50c
Soda nitrate, per net ton: bulk, Feb. to June, 1940, inclusive, ex-vessel Atlantic and Gulf ports.....	@ 27.00
in 200-lb. bags.....	@ 28.30
in 100-lb. bags.....	@ 29.00
Fertilizer tankage, ground, 10% ammonia, 10% B. P. L. bulk.....	3.00 & 10c
Feeding tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....	3.00 & 10c

### Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.....	@ 32.00
Bone meal, raw, 4½% and 50%, in bags, per ton, c.i.f.....	@ 31.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.....	@ 8.50

### Dry Rendered Tankage.

50/55% protein, unground.....	@ 77½c
60% protein, unground.....	@ 77½c

## EASTERN FERTILIZER MARKETS

New York, February 22, 1940.

The crackling market was strong again this week, due to the fact that another large lot of meat scraps was sold for export. Cracklings sold at 75c per unit, with more bids at that figure, and sellers holding for 77½c per unit.

Blood and tankage did not move and stocks are accumulating. There is very little demand from the fertilizer buyers, and feed buyers are not showing much interest in present prices.

Japanese sardine meal was stronger, due to a better demand from the feed trade. Freight rates on South American products to the United States are going up March 1.

## TALLOW FUTURE TRADING

Monday, Feb. 19.—Close: May 5.30 b; July 5.45@5.60.

Tuesday, Feb. 20.—Close: May and July 5.30 b.

Wednesday, Feb. 21.—Close: May and July 5.30 b.

Thursday, Feb. 22.—Holiday.

Friday, Feb. 23.—Close: May 5.30 b.

## Are You Interested in PLANT MODERNIZATION?

Upon completion, the new plant of the Girard Packing Company, Philadelphia, was described as "five years ahead of its time."

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## COTTONSEED PRODUCTS EXPORTS AND IMPORTS

Exports and imports of cottonseed products for five months ending December 31:

	1939.	1938.
Exports:		
Oil, crude, lbs.....	3,800,391	100,805
Oil refined, lbs.....	6,289,667	1,541,775
Cake and meal, tons....	6,074	13,375
Linters, running bales..	133,122	98,553
Imports:		
Oil crude,* lbs.....	none	none
Oil, refined,* lbs.....	4,108,597	33,829,787
Cake and meal, tons....	1,666	1,125
Linters, bales.....	32,448	15,824

\*During January no cotton seed oil was "entered for consumption," "withdrawn from warehouse for consumption," or "entered for warehouse."

## HULL OIL MARKETS

Hull, England, February 21, 1940.—Refined cotton oil, 35s 7½d. Egyptian crude, 31s 1½d.

## HIDES AND SKINS IMPORTS AND EXPORTS

Hides and skins imported into the United States during December, 1939, are reported by the U. S. Department of Commerce as follows:

### IMPORTS.

	Pieces.	Lbs.
Cattle hides, dry .....	65,674	1,214,689
wet .....	331,249	15,613,437
Kipskins, dry .....	36,148	322,418
wet .....	7,814	182,021
Calfskins, dry .....	71,426	207,735
wet .....	146,004	778,691
Sheep and lamb skins, dry and green & woolled... 529,398		1,717,455
pickled, feshers, skivers.. 1,294,808		2,752,460
Sheep and lamb slats, dry... 338,628		648,776
Buffalo hides, dry and wet.. 31,194		237,574
Indian buffalo hides, dry and wet .....	146,004	778,691
Other hides and skins.....	Pieces.	Value.
Horse, colt and ass skins, dry .....	744,987	\$ 73,204
wet .....	2,346,190	178,004
Goat and kid skins, dry... 1,294,808		2,752,460
wet .....	119,228	300,936
Kangaroo and wallaby .....	136,403	157,597
Deer and elk skins.....	119,228	300,936
Reptile skins .....	87,555	32,465
Shark skins .....	39,552	3,873
Other fish skins.....	5,624	138
Other hides and skins.....	104,432	127,685

### EXPORTS.

	Pieces.	Lbs.	Value.
Cattle hides .....	42,080	2,139,855	\$270,688
Calves skins .....	52,394	248,356	55,040
Kipskins .....	100	2,300	200
Goat and sheep skins.. 126,635			24,151
Other hides and skins.. 473,558			67,650

## ANIMAL FAT EXPORTS

Exports of animal fats and oils during December, 1939, and their value, were as follows:

	Quantity, lbs.	Value.
Oleo oil .....	305,226	\$ 27,388
Oleo stock .....	421,245	43,500
Oleo stearine .....	866	86
Oleomargarine .....	52,945	5,935
Cooking fats, not lard... 302,893		32,548
Lard .....	18,916,611	1,362,030
Tallow, edible .....	20,000	1,764
Tallow, inedible .....	61,825	4,232
Other fats and greases.. 278,907		24,297
Grease stearine .....	127,477	14,178
Neatsfoot oil .....	84,159	13,478
Oleic acid .....	401,776	36,853
Stearic acid .....	258,296	31,977

## WATCH YOUR KILLING FATS

It is important that killing fats should go directly to the rendering kettle. "PORK PACKING," The National Provisioner's pork plant book, explains why and gives many other important details of lard rendering.

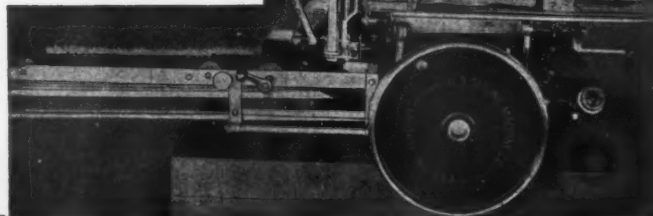
## SLICES, SHINGLES, STACKS

Here's a real profit-making machine for medium size establishments. An efficient, economical, automatic unit with new *Continuous Feed* that operates from any electric socket—pays for itself in a short time. The U. S. Model 150-B enables you to slice and shingle right onto the conveyor, or stack slices on trays, without resetting machine or handling food or slices from start to finish. Takes meats up to 24" long. Slices any thickness from ¼" to ½". Equipped with ¼ H.P. motor.

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# Oil Futures Vary Little in Quiet Trade, Much Switching

Speculative trade small except for March liquidation—Weakness in lard checks rallies—Cash trade fair and export interest increases.

**C**OTTONSEED oil futures backed and filled over a modest range in the New York market during the past week. Trading was featured by heavy switching from March to the later months, largely from March to July at around 23 points difference, and from March to September at 30 points. There was some outright March liquidation, but aside from this business speculative trading was on a small scale. Local professionals were on both sides of the market and followed the trends in allied markets and wheat.

There was little or no fresh hedging pressure. Enough new buying appeared on the setbacks to keep the ring bare of oil most of the time, but the persistent weakness in lard continued to check the rallies.

Cash oil trade, as well as shortening demand, was in fair volume, and there was more export interest from the Continental neutrals. Crude markets in the South were firm around the 6c level. Crude has been pretty well cleaned up, however, so that crude prices have very little influence on the New York market.

## March Discount May Widen

Notwithstanding the liquidation and switching of March to later months, a good-sized open interest probably still exists. Ring observers believe that unless speculators transfer their March in a larger way, or liquidate outright, refiners will be forced to make deliveries on March contracts. First delivery day for March oil is February 27. Since it is unlikely that much of the oil tendered will be wanted, the March delivery may widen its discount.

Domestic cash business is reported to be on a better scale than appears on the surface. While few care to estimate on February consumption, the distribution this month may exceed that in February, 1939, when it totaled around 218,000 bbls.

Cash oil is in strong hands and shortening prices have been maintained in the face of the relative cheapness of pure lard. It is felt that reduction in shortening prices would not bring an increase in consumer demand.

There were export inquiries in the market again this week. While leading refining interests intimate that the business is small, the trade believes that the total volume has been far above recent years. One trader estimated that at least 15,000 bbls. have

been sold for export during the past month.

Crude oil moved in a small way in the Southeast and Valley at 6c again this week. The Texas market was quoted at 5½ to 5¾c.

The new cotton crop situation is attracting more attention and some observers believe that acreage will be larger than is generally expected.

A good part of the steadiness in cottonseed oil futures derived from strength in the wheat market. Every time wheat prices rose, ring professionals bid cottonseed oil up. The increase in sea warfare also was a factor insofar as it affects tonnage available for shipping imported oils and freight rates on such oils.

**COCONUT OIL.**—Steadiness in the copra markets in the Philippines, tightness in freight rates, and demand for copra from European consumers resulted in a steady market. At New York, bulk was quoted at 3¼c and tanks at 3¾c. On the Pacific coast, bulk was 3c nominal.

**CORN OIL.**—Trade was quiet at New York but prices were steady. Buyers were interested at 6c; sellers were asking 6¼c.

**SOYBEAN OIL.**—There was good demand at New York on a basis of 5½c, but buyers were not getting oil at that level. Mills were asking 5½ to 5¾c. Soybeans were on the up-grade again.

**PALM OIL.**—Trade generally was quiet at New York and prices were steady. Spot Nigre in drums was

## SOUTHERN MARKETS

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., February 22, 1940. —Cotton oil was somewhat firmer for the week, with crude generally ¾c lb. higher and offerings scarce. Valley was quoted at 6c with some mills holding for 6½c. Demand was better for refined oil. Soapstock production was smaller than expected, due to low refining loss of the crude oil, and the fact that the crop moved so rapidly in the fall. Option business on refined oil was mostly switches of March to July and September at around 23 and 30 points, respectively.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, February 22, 1940. —Forty-three per cent cottonseed cake and meal basis Dallas for interstate shipment quoted at \$34.00. Prime cottonseed oil quoted at 5½ to 5¾c lb., depending on location.

quoted at 4¼c and tanks at 4c. Sumatra oil was quoted at 3¾ to 3¾c.

**OLIVE OIL FOOTS.**—Demand was quiet at New York but offerings were light and were not pressed. Nearby foots were quoted at 7¾c and forward shipment at 7½c.

**PEANUT OIL.**—Demand was moderate at New York, but there were further rumors of export inquiries. The market was steady and quoted at 7½ to 7¾c.

**COTTONSEED OIL.**—Valley and Southeast crude was quoted Wednesday at 6c nominal; Texas at 5¾c nominal at common points; Dallas at 6c nominal.

Futures market transactions for the week at New York were:

### FRIDAY, FEBRUARY 16, 1940

	—Range.—			—Closing.—	
	Sales.	High.	Low.	Bid.	Asked.
March .....	87	705	699	705	706
April .....	9	715	712	710	nom
May .....	..	721	721	716	719
June .....	48	729	720	721	nom
July .....	..	735	728	728	29tr
August .....	60	735	728	732	nom
September ..	8	732	731	734	trad
October .....	..	..	..	731	734

Sales 221 contracts.

### SATURDAY, FEBRUARY 17, 1940.

March .....	17	707	704	704	trad
April .....	..	710	716	708	nom
May .....	7	719	716	716	trad
June .....	..	729	720	720	nom
July .....	14	729	728	725	727
August .....	..	735	728	730	nom
September ..	31	737	733	733	trad
October .....	4	735	735	735	trad

Sales 73 contracts.

### MONDAY, FEBRUARY 19, 1940

March .....	60	702	698	698	trad
April .....	..	710	710	703	nom
May .....	9	712	710	710	713
June .....	..	727	720	715	nom
July .....	19	727	720	720	722
August .....	..	732	726	725	nom
September ..	45	732	726	727	trad
October .....	2	730	730	730	trad

Sales 135 contracts.

### TUESDAY, FEBRUARY 20, 1940

March .....	60	704	699	699	701
April .....	..	708	708	704	nom
May .....	18	708	708	712	714
June .....	..	728	718	717	nom
July .....	30	728	718	722	723
August .....	..	729	725	727	nom
September ..	34	729	725	729	trad
October .....	13	730	730	729	730

Sales 155 contracts.

### WEDNESDAY, FEBRUARY 21, 1940

March .....	102	704	698	698	700t
April .....	..	716	715	703	nom
May .....	8	716	715	710	713
June .....	..	727	722	715	nom
July .....	41	727	722	723	trad
August .....	..	734	729	728	nom
September ..	84	734	729	730	31tr
October .....	..	..	..	730	734

Sales 235 contracts.

(See page 31 for later markets.)

## JANUARY MARGARINE TAX

Taxes paid on oleomargarine during January, 1940 and 1939, according to the report of the U. S. Bureau of Internal Revenue were as follows:

	1940.	1939.
Excise taxes .....	\$ 81,948.28	\$ 78,274.34
Special taxes .....	15,521.59	15,861.73
Total .....	\$107,469.87	\$ 94,136.07

Quantity of product on which tax was paid during January, 1940, totaled 23,470 lbs. of colored margarine and 31,838,512 lbs. of uncolored; during January, 1939, tax was paid on 32,584 lbs. of colored and on 29,986,856 lbs. of uncolored margarine.



# HIDES AND SKINS

**Steady prices prevail on movement of 55,000 packer hides, including 14,000 at weekend—Colorados and River light cows  $\frac{1}{4}$ c up—Packer light calf-skins  $\frac{1}{2}$ c higher.**

## Chicago

**PACKER HIDES.**—Steady prices prevailed on most descriptions of packer hides this week in a moderate movement of about 40,000 hides; in addition, one packer sold a line of about 14,000 at the close of last week, making a total for the period of around 55,000 on reported sales. Colorados advanced  $\frac{1}{4}$ c at the close of last week on buying credited to traders, and River point light cows moved up  $\frac{1}{4}$ c at the same time.

The general observance of the holiday late this week by eastern tanner buyers, as well as the shut-down of the hide futures market, tended to restrict buying interest late in the week. Just prior to the holiday there was a good trader demand for cows, and a good part of the buying of heavy cows was credited to Exchange operators; steer descriptions appeared to be somewhat slow but steady.

At the week-end one packer sold 4,000 Feb. native steers at 13c, and 1,500 more sold early this week also at 13c. One lot of 900 Feb. extreme light native steers sold at 13 $\frac{1}{2}$ c, steady.

Week-end sales of 1,800 Feb. butt branded steers were reported at 13c, and 1,400 more this week same basis. Two cars of Feb. Colorados sold at the week-end at 12 $\frac{1}{2}$ c, or  $\frac{1}{4}$ c advance, and 2,500 more moved early this week also at 12 $\frac{1}{2}$ c; this figure is now asked and, while tanner buyers are slow to pay it, packers feel the price is still obtainable in combination with other descriptions. Heavy Texas steers were quiet and quoted nominally at 13c, light Texas steers at 12 $\frac{1}{2}$ c, and extreme light Texas steers at 12 $\frac{1}{2}$ c.

A total of 15,400 mostly straight Feb. heavy native cows sold this week at 12 $\frac{1}{2}$ c, and 2,200 more at the week-end same basis; Association sold 750 Feb. heavy cows also at 12 $\frac{1}{2}$ c. At the close of last week, 2,200 Feb. River point light native cows sold at 13 $\frac{1}{2}$ c, or  $\frac{1}{4}$ c up; a total of 8,500 Feb. northern light cows sold this week at 13 $\frac{1}{2}$ c, steady. One packer sold 2,000 Feb. branded cows at the week-end at 12 $\frac{1}{2}$ c, and 2,800 more sold this week also at 12 $\frac{1}{2}$ c.

There was a good demand for bulls, 5,500 Jan.-Feb. moving at steady prices of 9 $\frac{1}{2}$ c for native and 8 $\frac{1}{2}$ c for branded bulls. Tanner buyers continue to show a cautious attitude toward the market but there has probably been a little quiet trading from time to time recently. The Preliminary estimate on shoe production for Jan. was around

33,000,000 pairs, as against 28,411,553 in Dec., and Feb. production is estimated around 36,000,000, or about the same figures as production during the same months a year ago.

Withdrawals of hides from Exchange warehouses during the first twenty days of Feb. totalled 29,936. Stocks in warehouses on Feb. 20 were 913,712 hides, including 39 lots pending recertification.

## OUTSIDE SMALL PACKER HIDES.

—Outside small packer all-weight natives are quotable 12@12 $\frac{1}{2}$ c, selected, Chgo. freight, depending upon avge. weight and take-off; brands  $\frac{1}{2}$ c less. Some quote in a range of 12@12 $\frac{1}{2}$ c for usual run of stock around 47 lb. avge. but choice light hides are said to be salable at 12 $\frac{1}{2}$ c. Small packer bulls sold basis 8c for natives.

**PACIFIC COAST.**—Couple small lots of Jan. hides have been reported recently in the Coast market, with last sale at 11c for steers and 11 $\frac{1}{4}$ c for cows; however, some hides are understood to be currently offered at 11c flat, f.o.b. shipping points.

## FOREIGN WET SALTED HIDES.

The South American market strengthened this week, although trading was not as active as previous week. A pack of 5,000 LaPlata steers sold at 103 $\frac{1}{2}$  pesos, equal to 15 $\frac{1}{2}$ c, c.i.f. New York, some figuring a higher equivalent due to the advance of 20% in freight rates effective March 1st, as against 100 pesos or 14 $\frac{1}{2}$ c paid late last week. A small lot of 1,250 Smithfield light steers sold early at 95 pesos or 14 $\frac{1}{2}$ c, an advance of  $\frac{3}{4}$ c over last week; 2,500 San-sinena light reject steers sold later at 90 pesos or 13 $\frac{1}{2}$ c, with no recent comparable sale.

**COUNTRY HIDES.**—Not a great deal of activity has been reported in the country hide market, although there is probably some trading being done from time to time under cover, as buyers of country stock indicate that offerings of good light stock are not plentiful and are firmly held. Untrimmed all-weights are quoted around 11 $\frac{1}{2}$ c, selected, del'd Chgo., some reporting offerings of suitable stock rather limited. Heavy steers and cows are quiet around 9 $\frac{1}{2}$ @9 $\frac{1}{2}$ c flat, trimmed, with 10c usually asked. Buff weights quoted 11 $\frac{1}{2}$ @11 $\frac{1}{2}$ c, selected. Trimmed extremes have been reported selling around 13 $\frac{1}{2}$ c, selected, with some variation depending upon lots. Bulls quoted around 7c, flat. Glues 9@9 $\frac{1}{2}$ c flat. All-weight branded hides quoted 10@10 $\frac{1}{2}$ c flat, trimmed, in a nominal way.

**CALFSKINS.**—Packer light calfskins, under 9 $\frac{1}{2}$  lb., moved up a half-cent this week on the sale by one packer of 5,000 Feb. lights at 23 $\frac{1}{2}$ c; 6,500 Milwaukee all-weight packer calf also sold at 24c, the usual differential. Packers moved a good part of their Feb. production of heavy calf, 9 $\frac{1}{2}$  lb.,

previous week at 26c for northern and 25c for River point heavies. No further offerings expected until next week.

The last trading in Chicago city 8/10 lb. calfskins was at 20c; some have been offered at 20 $\frac{1}{2}$ c without attracting reasonable bids. The 10/15 lb. are reported to have sold last at 22 $\frac{1}{2}$ c and quoted around this figure; offerings at a cent more unsold. Outside cities, 8/15 lb., quoted around 20 $\frac{1}{2}$ c nom.; straight countries 15@15 $\frac{1}{2}$ c flat. Chicago city light calf and deacons are offered at \$1.45, with last trading price of \$1.35 bid.

**KIPSKINS.**—Some action is expected on Feb. kipskins as we near the end of the month. Packers are closely sold up on Jan. production, with 19c last paid for northern natives and 17 $\frac{1}{2}$ c for northern over-weights, southern a cent less, and 16c for brands. There has been no trading of significance during the past three weeks, except a small lot of picked points which sold a cent higher; some quote the market nominally around  $\frac{1}{2}$ c higher.

There is a fair inquiry for city kipskins with an apparent lack of offerings; last trading was at 17c but some feel that  $\frac{1}{2}$ @1c more could be obtained if offered. Outside cities around 17@17 $\frac{1}{2}$ c nom.; straight countries 14@14 $\frac{1}{2}$ c flat.

Offerings of Feb. regular slunks are awaited to establish the market; packers last sold their Jan. production at \$1.20.

**HORSEHIDES.**—Market about steady on horsehides, with occasional sales reported where priced in line with buyers' ideas. Good city renderers, with manes and tails, quoted \$5.10@5.25, selected, f.o.b. nearby sections; ordinary trimmed renderers \$4.90@5.10, del'd Chgo.; mixed city and country lots \$4.50@4.75, Chgo.

**SHEEPSKINS.**—Dry pelts quiet and slow around 16 $\frac{1}{2}$ @17c nom. per lb. del'd Chgo. A few more shearlings are coming on the market but there seems to be sufficient demand to hold prices steady; market generally quoted \$1.35 for No. 1's, 85@90c for No. 2's and 35@40c for No. 3's. One packer reports sale of 4,800 at \$1.35, 90c and 40c for the three grades. Feb. pickled skins were well cleaned up previous week, generally at \$5.12 $\frac{1}{2}$  per doz., and some pullers sold into early March. Packer Feb. wool pelts quoted \$2.25@2.35 per cwt. live basis, with various reports concerning sales of mid-western packer pelts in this range; outside small packer pelts quoted \$2.00@2.10 per cwt. live basis.

## New York

**PACKER HIDES.**—One New York packer early this week sold 800 Feb. native steers at 13c, 800 Feb. butt branded steers also at 13c and 1,000 Feb. Colorados at 12 $\frac{1}{2}$ c, steady with prices being paid in the western market. Others still holding Feb. production.

## SURVEY OF LOCKER USE

Forty-eight per cent of all meat stored in locker plants is pork, 47 per cent beef, 2.3 per cent veal, .6 per cent poultry, .4 per cent mutton and 1.6 per cent other meat, according to a recent survey by the Minnesota College of Agriculture. A total of 586 lbs. of meat passes through the average locker annually. Cost of handling and storing the meat averages \$1.26 per cwt. when the locker plant is operating at 85 per cent of maximum capacity.

Chief conclusions reached by the survey were: That locker plants tend to increase the consumption of meat, especially on farms (85 per cent of the patrons are farmers); the system appeals to large families and to city families in the lower income groups; plants of 300 or more lockers are most efficient; economy of operation is possible only when all plant facilities are being used; and the chief gain to patrons is in having fresh meat available throughout the year.

## NEW YORK HIDE FUTURES

Saturday, Feb. 17.—Close: Mar. 14.07; June 14.37; Sept. 14.65; Dec. 14.90 b; 213 lots; 7@9 lower.

Monday, Feb. 19.—Close: Mar. 14.20 n; June 14.50; Sept. 14.80 n; Dec. 15.05 n; 190 lots; 13@15 higher.

Tuesday, Feb. 20.—Close: Mar. 14.21; June 14.50@14.51; Sept. 14.81; Dec. 15.06 n; 394 lots; unchanged to 1 higher.

Wednesday, Feb. 21.—Close: Mar. 14.11@14.15; June 14.41; Sept. 14.72; Dec. 14.97 n; 249 lots; 9@10 lower.

Thursday, Feb. 22.—Holiday.

Friday, Feb. 23.—Close: Mar. 13.98@14.02; June 14.30@14.31; Sept. 14.60@14.64; Dec. 14.85 n; 303 sales.

## CHICAGO HIDE FUTURES

Saturday, Feb. 17.—Close: Mar. 13.75 n; no sales; unchanged.

Monday, Feb. 19.—Close: Mar. 13.75 n; no sales; unchanged.

Tuesday, Feb. 20.—Close: Mar. 13.75 n; no sales; unchanged.

Wednesday, Feb. 21.—Close: Mar. 13.75 n; no sales; unchanged.

Thursday, Feb. 22.—Holiday.

Friday, Feb. 23.—Close: Mar. 13.75 n; no sales; unchanged.

## CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended February 17, 1940, were 5,407,000 lbs.; previous week 4,713,000 lbs.; same week last year, 4,855,000 lbs. Jan. 1 to date, 37,995,000 lbs.

Shipments of hides from Chicago for week ended February 17, 1940, were 3,936,000 lbs.; previous week 4,895,000 lbs.; same week last year 3,971,000 lbs.; Jan. 1 to date, 33,375,000 lbs.

# WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSING

### Provisions

Hog products were steadier during the latter part of the week on reports of firmer hogs, forecast of another cold wave and report that FSCC bought 5,173,000 lbs. of lard and 1,806,000 lbs. of fat backs.

### Cottonseed Oil

Cotton oil was firmer with lard and grains, but outside buying power was modest and March liquidation with heavy transferring of March to later months limited rises. Southeast and Valley mills are holding crude for 6½c lb.; Texas is quoted at 5½c lb.

Quotations on bleachable cottonseed oil at close of market on Friday were: March, 7.00@7.03; May, 7.14@7.15; July, 7.23; Sept., 7.31@7.32; Oct., 7.31@7.35; 247 lots; closing steady.

### Tallow

New York extra tallow was quoted at 5½c lb.

### Stearine

Stearine was quoted 6½c lb.

### Friday's Lard Markets

New York, February 23, 1940.—Prices are for export. Lard, prime western, 6.75@6.85c, middle western, 6.70@6.80c; city, 6½c; refined continent, 6½@6½c; South American, 6½@6½c; Brazil kegs, 6½@6½c; shortening, 9½c.

## MEAT AND LARD EXPORTS

Exports through port of New York during week ended February 22, totaled 205,000 lbs. of lard.

## SHORT FORM HOG TEST

Do you know each day how your hogs "cut out"?

Do you know how to figure all operating charges and expenses so as to get at your cutting profit or loss per day per cwt.?

THE NATIONAL PROVISIONER'S revised Short Form Hog Test enables you to keep track of this each day.

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Please send me.....copies of the Short Form Hog Test for daily figuring.

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Single copies, 10c; 25 or more, 3c each; 100 or more, 2c each.

## CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Feb. 23, 1940, with comparisons:

PACKER HIDES.			
Week ended	Prev.	Cor. week,	
Feb. 23	week.	1939.	
Hvy. nat. str.	@13	@13	10 @10½
Hvy. Tex.	@13	@13n	10 @10½
str.	.....	.....	.....
Hvy. butt brand'd	@13	@13	10 @10½
str.	.....	.....	.....
Hvy. Col.	@12½	@12½	9½ @9½
str.	.....	.....	.....
Ex-light Tex.	@12½	@12½	@9½
str.	.....	.....	.....
Brand'd cows.	@12½	@12½	@9½
Hvy. nat. cows	@12½	@12½	@9½
Lt. nat. cows.	@13½	@13½	@10
Nat. bulls	@9½	@9½	@7
Brand'd bulls.	@8½	@8½	@6
Califskins	23½ @26	23 @26	17 @18
Kips, nat.	19 @19½n	19 @19½n	@15
Kips, or-wt.	17½ @18½n	17 @18½n	@14
Kips, brand'd.	16 @16½n	16 @16½n	@12½
Slunks, reg.	@1.20	@1.20	@90
Slunks, hrls.	@65	@65	@40

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

### CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	@12½	@12½	9 @9½
Branded	@11½	@11½	8½ @9
Nat. bulls	@8	@8½	6 @6½
Brand'd bulls.	@7½	@7½	@5½
Califskins	20 @22½n	20 @22½n	14½ @15½
Kips	@17	@17n	12 @12½
Slunks, reg.	1.00@1.10	1.00@1.10	70 @75n
Slunks, hrls.	@50n	@50n	@30n

### COUNTRY HIDES.

Hvy. steers	@9½	@9½	@6½
Hvy. cows	@9½	@9½	@6½
Butts	@11½	@11½	8 @8½
Extremes	@13½	@13½	@7
Bulls	@7	@7	@5½
Califskins	15 @15½	15 @15½	@10½
Kipskins	14 @14½	14 @14½	9½ @10
Horsehides	4.50@5.25	4.50@5.25	2.50@3.25

### SHEEPSKINS.

Pkr. shearlgs.	@1.35	@1.35	@75
Dry pelts	@17n	@17½n	@14n

## CURED PORK PRICES

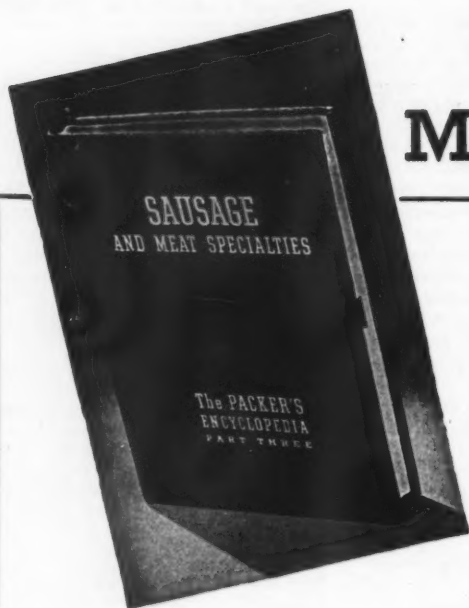
Prices at Chicago, January, 1940, reported by U. S. Dept. of Agriculture:

	Jan., 1940.	Dec., 1939.	Jan., 1940.
Hams, smoked, reg. No. 1—			
8-10 lbs. av.	\$18.65	\$18.61	\$21.88
10-12 lbs. av.	18.45	18.35	21.38
12-14 lbs. av.	17.40	17.21	20.38
14-16 lbs. av.	17.05	16.85	19.88
Hams, smoked, reg. No. 2—			
8-10 lbs. av.	17.10	16.65	20.25
10-12 lbs. av.	16.80	16.65	19.58
12-14 lbs. av.	15.90	15.90	18.58
14-16 lbs. av.	15.50	15.70	18.38
Hams, smoked, skinned, No. 1—			
16-18 lbs. av.	17.40	17.81	21.25
18-20 lbs. av.	17.75	18.18	21.25
Hams, smoked, skinned, No. 2—			
16-18 lbs. av.	16.00	16.42	19.00
18-20 lbs. av.	16.00	17.01	19.00
Bacon, smoked, No. 1 dry cure—			
6-8 lbs. av.	17.15	17.80	21.50
8-10 lbs. av.	16.15	16.52	20.88
Bacon, smoked, No. 2 dry cure—			
8-10 lbs. av.	14.45	14.35	19.25
10-12 lbs. av.	13.05	13.58	18.75
Picnics, smoked,			
4-8 lbs. av.	12.40	12.86	16.06
Backs, dry salt,			
12-14 lbs. av.	5.55	5.50	7.25
Lard—			
Refined, H. W. tubs	6.80	7.07	7.72
Substitutes	9.50	9.50	9.25
Refined, 1 lb. cartons	6.80	7.12	7.94

## ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to Feb. 22, 1940: To the United Kingdom, 249,459 quarters; to the Continent, 30,557 quarters. A week ago, to the United Kingdom, 97,556 quarters; to the Continent, none.

# Is Cold Slowing Up Production In Your Sausage Manufacturing Room?



## SAUSAGE AND MEAT SPECIALTIES

has the following to say in connection with temperature and humidity in the Meat Cooler:

"Temperature in the sausage meat cooler should be from 35 to 38 degrees or higher depending on the rapidity with which the sausage maker wishes the meat to cure. Meat cures faster at higher temperatures but it deteriorates more rapidly as the low temperature check on bacterial growth is removed. A curing temperature of 38 degrees has been specified in formulas in this book.

"The percentage of relative humidity in this room is important only to the extent that it should not be so high that salt in the product will attract moisture from the air continuously. On the other hand, it should be high enough to avoid excessive shrinkage and drying out of exposed meat. Allowance can be made for such shrinkage in the amount of ice or water placed in the emulsion during processing of some types of sausage.

"A relative humidity of 80 to 85 per cent usually is found satisfactory in the sausage meat cooler."

Efficient temperature and humidity conditions are given for each department of the plant in the chapter on "Refrigeration and Air Conditioning."

Refrigeration is a decided advantage in keeping product in good condition while in the sausage manufacturing room. Dexterity of workers, however, in this room is of paramount importance and there is a limit to the amount of refrigeration which can be used without impairing their efficiency.

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## New Trade Literature

**Aluminum Ladders (NL 725).**—New 24-page illustrated catalog describes 18 standard types of aluminum ladders and stages for building, painting, cleaning, repairing, storage and other work in industrial plants and other locations. Advantages claimed for the aluminum ladders include greater strength, light weight and increased durability. Features are clearly brought out by illustrations and text. Special ladders and other articles are also available at customers' specifications.—Aluminum Ladder Co.

**Wheel Conveying Systems (NL 727).**—Wheel conveying systems, in either movable or fixed types, said to combine light weight with maximum strength and rigidity, and to speed up production and deliveries while reducing labor costs. Conveyors described require no lubrication and will support weights up to 700 lbs. Straight lengths can be coupled at as much as 40-deg. angle without using curve section; one man can assemble 50 ft. of conveyor in six minutes. Portable conveyors have all-welded, adjustable bases fitted with casters and quickly adjustable legs. Conveyors operate by gravity; proper incline secured by positive thumb-screws.—Metzgar Company.

**Thermometers and Pressure Gauges (NL 720).**—Attractively printed booklet features company's new line of thermometers and pressure gauges, in rectangular cases styled by Henry Dreyfuss, industrial designer. Vapor-, gas-, and mercury-actuated thermometer types are described, in indicating models and recording models with one, two and three pens. Interior view shows 14 features of design and construction, including flat spiral actuating elements.—Brown Instrument Co.

**Hoists for Slaughterhouse Service (NL 733).**—Line of P&H Hevi-Lift hoists for every service in the meat packing plant is presented in new bulletin. Hoists feature durable, efficient construction, fully enclosed, dustproof mechanism, anti-friction bearings, etc. Table supplies full load hoisting speeds of equipment. Bulletin is illustrated and graphically shows cash benefits to be derived from use of hoists in meat packing plant.—Harnischfeger Corp.

**Poultry Tendonizer (NL 730).**—De-

signed to afford utmost in operating ease, new tendonizer, described in four-page folder, efficiently and completely extracts tough, stringy tendons from drumsticks of chickens, turkeys, ducks, geese and other domestic and wild fowl. Tendons are withdrawn cleanly without damage to edible flesh.—Poultry Tendonizer, Inc.

**Spray Painting and Finishing Equipment (NL 731).**—New 1940 catalog and data book on spray painting and finishing equipment contains 104 pages and is profusely illustrated. Organized for quick reference, catalog gives answers to everyday finishing problems, reports new developments in spray painting equipment, and provides engineering and performance data on all types of spray guns, spray booths, air compressors, painting outfits, extractors, respirators and hose.—Binks Mfg. Co.

**Boiler Room Instruments (NL 732).**—New 1940 calendar presents varied problems of boiler room operation in a humorous vein by a series of original cartoons, supplementing drawings with such helpful engineering information as feedwater and saturated steam temperature tables, an evaporation chart, a per cent of CO<sub>2</sub> chart, several steam and water flow capacity tables and other data, arranged for handy reference. Each page also presents boiler room instruments produced by the company. Calendar is spiral bound so that all pages may be turned back and thus saved for reference.—Brown Instrument Co.

## STAINLESS STEEL FABRICATION

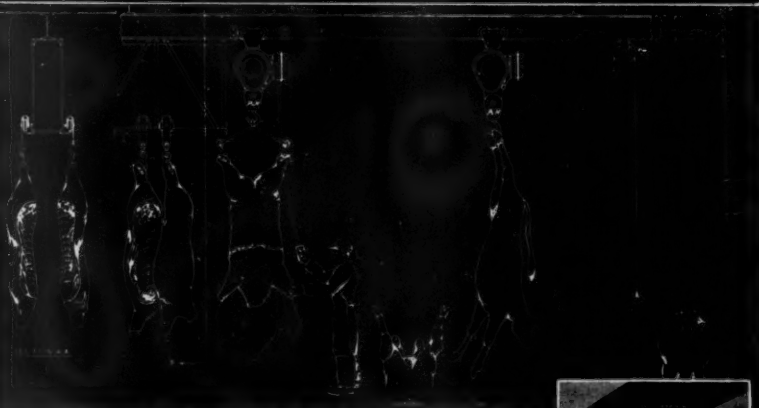
The technical and practical aspects of stainless steel fabrication are discussed in detail in a new 92-page book issued by United States Steel Corp. subsidiaries. Entitled "The Fabrication of U. S. S. Stainless Steels," the book contains 92 pages and is bound in stiff covers. It is divided into three comprehensive sections.

Welding, riveting, soldering and joint designs used in stainless steel fabrication are covered in Part I, which includes diagrams of joints most frequently used and explains how they can be made most effectively. Part II, devoted to machining, cutting, forming, annealing and pickling operations, gives recommendations as to equipment, temperatures, solutions, etc.

Included in Part III of the book are discussions of surface finishing and protection, standard mill finishes and operations and equipment involved in developing desired finishes. Laboratory corrosion data on four types of stainless steels and the chemical, physical and mechanical properties of nine types are supplied. Priced at \$1.00, the book may be secured from the Carnegie-Illinois Steel Corp., American Steel & Wire Co. or National Tube Co.

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# LIVESTOCK MARKETS *Weekly Review*

## More Than Half 1939 Receipts Were Trucked

In 1939, for the first time in history, more than half the livestock received at the 67 markets of the country was transported from farms by motor trucks, according to figures reported by the U. S. Agricultural Marketing Service.

Livestock trucked in totaled 38,597,677 head and represented 53.4 per cent of all livestock marketed. Truck receipts had a value of more than a billion dollars. During 1938, 35,400,369 head, or 49.8 per cent, were truck receipts.

During 1939, a total of 13,896,212 cattle were received at these markets, of which 8,586,831 were trucked in; calves totaled 6,560,148 head, with truck receipts amounting to 3,977,404 head; hogs totaled 27,974,450 head, with 19,097,877 trucked in; sheep, 23,817,185 head, with 6,938,565 head trucked.

Truck movement to market in 1939 was equivalent to 728,000 rail cars. Truck hauls were not confined to short distances; the average was 135 miles and some trips ran as high as 800 miles, according to a study made by the Corn Belt livestock publications.

Truck receipts of livestock at 67 markets during the last five years:

	Cattle, Calves, Hogs, Sheep,	Pct. of total.
1939 .....	38,597,677	53.4
1938 .....	35,400,369	49.8
1937 .....	35,767,400	48.2
1936 .....	36,046,791	48.9
1935 .....	29,823,679	44.6

Truck receipts in January, 1940, continued at the high level of 1939. Receipts by number and as a percentage:

	January Number 1940	1939	January Pct. 1940	1939
Cattle .....	755,466	729,607	68.4	63.1
Calves .....	299,682	297,022	65.1	61.4
Hogs .....	2,466,496	1,734,055	65.4	64.3
Sheep .....	576,739	547,897	33.4	31.3

## Federally Inspected Slaughter By Months

Livestock slaughter under federal inspection by months during 1939 was reported by the U. S. Department of Agriculture as follows:

	Cattle.	Calves.	Hogs.	Sheep.
January .....	761,460	414,828	4,043,152	1,455,711
February .....	652,567	394,769	2,890,428	1,360,064
March .....	773,801	478,416	3,229,120	1,473,069
April .....	677,439	467,258	2,931,115	1,224,336
May .....	813,624	509,007	3,415,761	1,392,098
June .....	778,263	448,452	3,185,098	1,461,475
August .....	822,908	414,387	2,791,604	1,457,232
September .....	880,343	427,469	2,885,318	1,634,967
October .....	893,070	481,620	3,545,147	1,584,615
November .....	837,311	449,906	4,436,799	1,468,801
December .....	773,408	351,131	5,236,421	1,388,705
TOTAL BY YEARS.				
1939 .....	9,446,303	5,264,058	41,367,825	17,241,037
1938 .....	9,776,027	5,491,585	36,186,410	18,060,136
1937 .....	10,069,550	6,281,388	31,642,140	17,270,140

## Livestock Outlook

Livestock prospects in general have not changed greatly during the past month. Slaughter in 1940 is still expected to be considerably larger than last year, with most of the increase in hogs and grain-fed cattle, according to the U. S. Agricultural Marketing Service. Although consumer demand for meats may weaken during the next few months, demand during the spring and summer probably will be stronger than a year earlier.

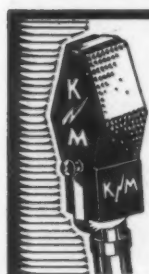
The present seasonal decrease in hog marketings is expected to continue through March, but marketings will increase in the late spring and early summer, as the movement of fall pigs gets under way. The 1939 fall pig crop was 16 per cent larger than that of 1938, and this will be reflected in substantially larger hog marketings during the last half of the current hog year—April to September.

The average weight of hogs marketed in January was seasonally heavier

than in December, but several pounds lighter than in January, 1939, probably reflecting the unfavorable ratio of hog to corn prices in the past two months.

Slaughter supplies of grain-fed cattle will continue large during the remainder of the winter and spring months. Number and proportion of well-finished cattle marketed have declined steadily during the past two months, but marketings of short-fed cattle have increased considerably. Marketings of cows and heifers declined sharply in 1938 and 1939. If range and feed conditions are favorable, marketings of cows and heifers probably will decline further in 1940.

Marketings of fed lambs have been larger than a year earlier for the past three months, reflecting chiefly the increase in the number fed in the Corn Belt. With the number of lambs remaining on feed in the Western states in early February smaller than a year earlier, marketings of fed lambs during the remainder of the fed-lamb marketing season may not exceed 1939.



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## CORN BELT DIRECT TRADING

(Reported by U. S. Department of Agriculture, Agricultural Marketing Service.)

Des Moines, Ia., February 22, 1940.—At 16 concentration points and 10 packing plants in Iowa and Minnesota the four-day hog receipts were considerably less than a week ago but trade undertone was consistently slow. Thursday's prices were steady to 10c lower than last week's close, the decline being noticeable mostly on heavy butchers and sows.

Current prices on good to choice, 180-220-lb., \$4.80@5.20, but bulk at plants \$5.00@5.10, and at yards \$4.80@5.05; 220-240-lbs., \$4.70@5.05; 240-270-lbs., \$4.50@4.85; 270-300-lbs., \$4.35@4.65; 300-330-lbs., \$4.20@4.50; 330-360-lbs., \$4.05@4.40; 160-180-lbs., \$4.40@5.10; sows, 330-lbs. down, \$3.90@4.25, mostly \$4.00@4.20 at plants; 330-400-lbs., \$3.75@4.15; 400-500-lbs., \$3.55@3.95.

Receipts at Corn Belt markets for week ended February 22:

	This week.	Last week.
Friday, Feb. 16.....	40,500	38,000
Saturday, Feb. 17.....	38,300	45,200
Monday, Feb. 19.....	50,300	74,400
Tuesday, Feb. 20.....	31,700	32,900
Wednesday, Feb. 21.....	33,300	32,400
Thursday, Feb. 22.....	32,700	29,900

## WEEKLY INSPECTED KILL

Number of animals processed in selected centers for the week ended February 16, with comparisons:

	Cattle.	Calves.	Hogs.	Sheep.
New York Area <sup>1</sup> .....	7,853	11,709	42,811	51,161
Phila. & Balt.....	2,968	969	31,178	1,559
Ohio-Indiana.....	7,681	2,668	49,590	6,427
Chicago.....	23,124	4,681	119,820	46,348
St. Louis Area <sup>2</sup> .....	8,609	4,795	59,445	6,859
Kansas City.....	9,117	3,824	31,441	16,074
Southwest Group <sup>3</sup> .....	13,061	1,751	35,712	28,923
Omaha.....	13,837	1,128	45,197	20,830
Sioux City.....	5,767	306	38,947	11,309
St. Paul-Wisc. Group <sup>4</sup> .....	16,384	25,498	114,638	14,933
Interior Iowa & So. Minn. <sup>5</sup> .....	14,045	5,839	196,378	39,831
Total.....	122,326	66,161	785,157	244,254
Total prev. week.....	124,065	68,313	751,896	229,759
Total last year.....	116,927	60,276	526,517	287,541

<sup>1</sup>Includes New York City, Newark and Jersey City. <sup>2</sup>Includes Cincinnati and Cleveland, Ohio, and Indianapolis, Ind. <sup>3</sup>Includes National Stock Yards and East St. Louis, Ill., and St. Louis, Mo. <sup>4</sup>Includes So. St. Joseph, Wichita, Oklahoma City, and Ft. Worth. <sup>5</sup>Includes St. Paul, Minn., Madison, and Milwaukee, Wisconsin. <sup>6</sup>Includes Albert Lea and Austin, Minn., and Cedar Rapids, Des Moines, Ft. Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, and Waterloo, Iowa.

## LIVESTOCK AT 67 MARKETS

January receipts, local kill, shipments, as reported by U. S. Agricultural Marketing Service:

CATTLE			
	Receipts.	Local slaughter.	Shipments.
January, 1940.....	1,104,403	707,738	377,429
January, 1939.....	1,156,343	672,538	444,077
January 5-yr. av.....	1,210,453	747,947	453,399
CALVES			
January, 1940.....	480,259	289,035	170,221
January, 1939.....	483,432	303,298	168,597
January 5-yr. av.....	521,544	356,772	168,525
HOGS			
January, 1940.....	3,772,213	2,753,251	1,007,244
January, 1939.....	3,698,666	1,228,087	753,832
January 5-yr. av.....	2,609,272	1,834,182	786,745
SHEEP AND LAMBS			
January, 1940.....	1,728,380	1,070,605	653,160
January, 1939.....	1,747,841	1,063,688	676,891
January 5-yr. av.....	1,875,390	1,110,345	757,278

## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western Markets, Thursday, February 22, 1940, as reported by U. S. Department of Agriculture, Agricultural Marketing Service.

Hogs (soft & oily not quoted).	CHICAGO.	NAT. STR.	YDS.	OMAHA.	KANS. CITY.	ST. PAUL.
BARROWS AND GILTS:						
Good-choice:						
120-140 lbs.....	\$ 3.75@ 4.75	\$ 4.00@ 4.85				\$ 3.75@ 4.25
140-160 lbs.....	4.35@ 5.25	4.50@ 5.15	\$4.00@ 4.75	\$4.50@ 5.10	4.15@ 4.90	4.50@ 5.25
160-180 lbs.....	5.00@ 5.55	5.00@ 5.55	4.80@ 5.10	4.75@ 5.25	5.00@ 5.25	5.00@ 5.25
180-200 lbs.....	5.35@ 5.60	5.45@ 5.55	4.90@ 5.15	5.10@ 5.25	5.00@ 5.25	5.00@ 5.25
200-220 lbs.....	5.35@ 5.60	5.40@ 5.55	5.00@ 5.15	5.10@ 5.25	4.90@ 5.15	4.90@ 5.15
220-240 lbs.....	5.20@ 5.60	5.35@ 5.55	4.85@ 5.10	5.10@ 5.25	4.75@ 5.00	4.75@ 5.00
240-270 lbs.....	5.00@ 5.40	5.00@ 5.40	4.80@ 4.95	4.75@ 5.15	4.40@ 4.90	4.40@ 4.90
270-300 lbs.....	4.90@ 5.15	4.80@ 5.20	4.40@ 4.65	4.60@ 4.85	4.30@ 4.50	4.30@ 4.50
300-330 lbs.....	4.75@ 5.00	4.75@ 4.90	4.30@ 4.45	4.50@ 4.70	4.25@ 4.35	4.25@ 4.35
330-360 lbs.....	4.65@ 4.90	4.70@ 4.80	4.25@ 4.30	4.40@ 4.55	4.15@ 4.30	4.15@ 4.30
Medium:						
160-220 lbs.....	4.50@ 5.35	4.50@ 5.35	4.15@ 4.85	4.65@ 5.15	4.25@ 4.85	4.25@ 4.85
SOWS:						
Good and choice:						
270-300 lbs.....	4.60@ 4.75	4.45@ 4.60	4.00@ 4.10	4.20@ 4.35	4.00@ only	4.00@ only
300-330 lbs.....	4.50@ 4.65	4.40@ 4.60	4.00@ 4.10	4.20@ 4.35	4.00@ only	4.00@ only
330-360 lbs.....	4.35@ 4.55	4.35@ 4.50	3.90@ 4.10	4.10@ 4.25	4.00@ only	4.00@ only
Good:						
360-400 lbs.....	4.30@ 4.45	4.25@ 4.45	3.85@ 4.00	4.00@ 4.15	4.00@ only	4.00@ only
400-500 lbs.....	4.25@ 4.40	4.15@ 4.40	3.75@ 3.90	3.95@ 4.10	3.90@ 4.00	3.90@ 4.00
450-500 lbs.....	4.15@ 4.35	4.00@ 4.30	3.75@ 3.85	3.75@ 4.00	3.90@ 4.00	3.90@ 4.00
Medium:						
250-500 lbs.....	3.75@ 4.15	3.65@ 4.30	3.50@ 3.85	3.75@ 4.15	3.80@ 3.90	3.80@ 3.90
PIGS (Slaughter):						
Med. & good, 90-120 lbs.	3.25@ 4.25	3.25@ 4.15				3.50@ 4.00
Slaughter Cattle, Vealers and Calves:						
STEERS, choice:						
750-900 lbs.....	11.25@12.25	10.50@11.50	10.50@11.50	10.25@11.50	9.50@10.75	9.50@10.75
900-1100 lbs.....	11.25@12.25	10.50@11.50	10.50@11.50	10.00@11.50	9.75@10.75	9.75@10.75
1100-1300 lbs.....	11.25@12.25	10.25@11.25	10.25@11.50	9.85@11.25	9.75@10.75	9.75@10.75
1300-1500 lbs.....	10.75@12.00	10.00@11.00	9.75@11.50	9.65@10.75	9.50@10.50	9.50@10.50
STEERS, good:						
750-900 lbs.....	9.50@11.25	8.75@10.50	9.25@10.50	8.50@10.25	8.50@ 9.75	8.50@ 9.75
900-1100 lbs.....	9.50@11.25	8.50@10.50	9.25@10.50	8.50@10.25	8.50@ 9.75	8.50@ 9.75
1100-1300 lbs.....	9.25@11.25	8.25@10.25	8.50@10.25	8.50@10.00	8.50@ 9.75	8.50@ 9.75
1300-1500 lbs.....	9.25@10.75	8.25@10.00	8.25@10.00	8.50@ 9.75	8.50@ 9.75	8.50@ 9.75
STEERS, medium:						
750-1100 lbs.....	7.75@ 9.50	7.50@ 8.75	7.50@ 8.75	7.50@ 8.50	7.25@ 8.50	7.25@ 8.50
1100-1300 lbs.....	7.75@ 9.25	7.50@ 8.50	7.50@ 8.50	7.50@ 8.50	7.25@ 8.50	7.25@ 8.50
STEERS, common:						
750-1100 lbs.....	6.75@ 7.75	6.50@ 7.50	6.25@ 7.50	6.50@ 7.50	6.25@ 7.25	6.25@ 7.25
STEERS, HEIFERS AND MIXED:						
Choice, 500-750 lbs.....	10.25@11.25	9.50@10.50	9.50@10.50	9.50@10.50	9.00@10.25	9.00@10.25
Good, 500-750 lbs.....	9.00@10.25	8.25@ 9.50	8.25@ 9.50	8.25@ 9.50	8.00@ 9.50	8.00@ 9.50
HEIFERS:						
Choice, 750-900 lbs.....	10.00@11.00	9.25@10.50	9.00@10.25	9.25@10.25	9.00@ 9.75	9.00@ 9.75
Good, 750-900 lbs.....	8.50@10.00	8.25@ 9.50	8.00@ 9.00	8.00@ 9.00	8.00@ 9.00	8.00@ 9.00
Medium, 500-900 lbs.....	7.50@ 8.75	7.50@ 8.25	7.00@ 8.00	7.00@ 8.00	6.75@ 8.00	6.75@ 8.00
Common, 500-900 lbs.....	6.50@ 7.75	6.25@ 7.50	6.00@ 7.00	6.00@ 7.00	5.75@ 7.00	5.75@ 7.00
COWS, all weights:						
Good.....	6.50@ 7.25	6.25@ 7.00	6.00@ 7.00	6.25@ 7.00	6.25@ 6.75	6.25@ 6.75
Medium.....	5.75@ 6.50	5.50@ 6.25	5.25@ 6.00	5.50@ 6.25	5.50@ 6.25	5.50@ 6.25
Cutter and common.....	4.75@ 5.75	4.50@ 5.50	4.50@ 5.25	4.25@ 5.50	4.75@ 5.50	4.75@ 5.50
Canner (low cutter).....	4.00@ 4.75	3.50@ 4.50	4.00@ 4.50	3.50@ 4.25	3.75@ 4.75	3.75@ 4.75
BULLS (Ylgs. Excl.), all weights:						
Beef, good.....	6.75@ 7.25	6.75@ 7.00	6.50@ 7.00	6.50@ 7.00	6.50@ 6.75	6.50@ 6.75
Sausage, good.....	7.00@ 7.65	6.85@ 7.00	6.80@ 6.85	6.50@ 6.75	6.25@ 6.50	6.25@ 6.50
Sausage, medium.....	6.75@ 7.00	6.50@ 6.85	6.00@ 6.50	5.75@ 6.50	5.75@ 6.50	5.75@ 6.50
Sausage, cutter & com.....	6.25@ 6.75	5.75@ 6.50	5.25@ 6.00	5.00@ 5.75	5.00@ 5.90	5.00@ 5.90
VEALERS, all weights:						
Good and choice.....	10.00@11.00	10.25@11.50	8.50@10.00	8.50@11.00	8.50@10.50	8.50@10.50
Common and medium.....	7.50@10.00	7.75@10.25	7.50@ 8.50	6.00@ 8.50	6.00@ 8.50	6.00@ 8.50
Cull.....	6.50@ 7.50	5.00@ 7.75	5.00@ 7.50	5.00@ 6.00	5.00@ 6.50	5.00@ 6.50
CALVES, 400 lbs. down:						
Good and choice.....	7.50@ 8.50	7.50@ 9.25	7.50@ 9.00	7.50@ 9.25	8.00@ 8.50	8.00@ 8.50
Common and medium.....	6.00@ 7.50	6.00@ 7.50	6.00@ 7.50	6.00@ 7.50	6.00@ 8.00	6.00@ 8.00
Cull.....	5.00@ 6.00	4.75@ 6.00	5.00@ 6.00	5.00@ 6.00	4.50@ 6.00	4.50@ 6.00
Slaughter Lambs and Sheep: <sup>1</sup>						
LAMBS:						
Choice (closely sorted).....	10.10@10.25					
*Good and choice.....	9.75@10.00	9.40@10.00	9.50@ 9.65	9.50@ 9.75	9.50@ 9.75	9.50@ 9.75
*Medium and good.....	9.55@ 9.60	8.50@ 9.25	8.90@ 9.35	8.25@ 9.25	8.50@ 9.25	8.50@ 9.25
Common.....	7.50@ 9.25	6.25@ 8.25	6.75@ 8.90	7.00@ 8.00	6.50@ 8.25	6.50@ 8.25
YEARLING WETHERS (shorn):						
Good and choice.....	8.25@ 9.10					
Medium.....	7.25@ 8.50					
EWES (shorn):						
Good and choice.....	4.80@ 5.75	4.00@ 5.00	4.00@ 5.00	3.75@ 4.90	4.50@ 5.40	4.50@ 5.40
Common and medium.....	3.00@ 4.00	2.75@ 4.00	2.75@ 4.00	2.50@ 3.75	3.00@ 4.00	3.00@ 4.00

<sup>1</sup>Quotations based on animals of current seasonal market weights and wool growth.

<sup>2</sup>Quotations on slaughter lambs of good and choice and of medium and good grades, as combined, represent lots averaging within the top half of the good and the top half of the medium grades, respectively.

## CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by the principal packers for the first three days this week were 20,255 cattle, 2,197 calves, 42,618 hogs and 19,275 sheep.

## PACIFIC COAST LIVESTOCK

Receipts for 5 days ended Feb. 17:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles.....	3,849	1,193	2,663	1,940
San Francisco.....	1,100	85	1,800	2,150
Portland.....	2,200	185	2,960	2,475



## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, February 17, 1940, as reported to The National Provisioner:

### CHICAGO.

Armour and Company, 5,168 hogs; Swift & Company, 3,477 hogs; Wilson & Co., 6,937 hogs; Western Packing Co., Inc., 3,161 hogs; Agar Packing Co., 6,675 hogs; shippers, 18,372 hogs; others, 34,271 hogs.

Total: 81,844 cattle; 2,974 calves; 73,061 hogs; 37,237 sheep.

### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,357	537	2,155	5,227
Cudahy Pkg. Co.	1,552	372	1,081	4,024
Swift & Company	1,392	294	1,409	3,597
Wilson & Co.	1,278	409	1,147	3,440
Indep. F. Co.	...	...	300	...
Kornblum Pkg. Co.	719	...	...	...
Others	2,610	149	4,486	1,329
Total	9,908	1,761	10,578	17,617

### OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Company	4,445	10,544	5,241
Cudahy Pkg. Co.	4,009	7,192	6,084
Swift & Company	2,919	6,164	5,133
Wilson & Co.	1,467	4,620	2,861
Others	12,639	...	...
Cattle and calves: Eagle Pkg. Co., 18; Greater Omaha Pkg. Co., 79; Geo. Hoffmann, 42; Lew. Pkg. Co., 563; Nebraska Beef Co., 494; Omaha Pkg. Co., 173; John Roth, 102; South Omaha Pkg. Co., 507; Lincoln Pkg. Co., 280.			
Total: 15,103 cattle and calves; 41,159 hogs; 19,319 sheep.			

### EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,127	1,139	6,151	1,873
Swift & Company	2,203	1,040	5,720	2,457
Hunter Pkg. Co.	1,407	196	2,455	717
Hell Pkg. Co.	...	...	2,545	...
Krey Pkg. Co.	...	...	1,955	...
Laclede Pkg. Co.	...	...	2,547	...
Sleloff Pkg. Co.	...	1,243	...	...
Shippers	1,559	2,045	21,501	...
Others	2,647	126	2,944	393
Total	9,943	4,546	47,061	5,440
Not including 1,489 cattle, 3,003 calves, 45,267 hogs, and 1,400 sheep bought direct.				

### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Company	1,470	405	8,561	11,901
Armour and Company	1,653	452	7,917	5,753
Others	945	...	2,462	480
Total	4,078	857	18,940	18,114

### SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,151	84	12,600	4,301
Armour and Company	2,171	73	13,248	3,479
Swift & Company	1,737	65	7,687	3,361
Shippers	2,123	35	12,497	682
Others	231	18	83	...
Total	8,413	275	46,065	11,823

### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	1,441	499	2,456	1,034
Wilson & Co.	1,577	617	2,404	833
Others	179	35	1,816	...
Total	3,197	1,151	6,676	1,867
Not including 17 cattle and 951 hogs bought direct.				

### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	759	501	2,594	5,251
Dold Pkg. Co.	329	124	1,087	39
Dunn-Ostertag	57	...	124	...
Fred W. Dold	...	...	948	1
Sundowner Pkg. Co.	30	...	896	...
Pioneer Cattle Co.	...	...	...	...
Interstate Pkg. Co.	169	...	...	...
Keefe Pkg. Co.	24	...	...	...
Total	1,456	625	5,019	5,291
Not including 36 cattle and 2,291 hogs bought direct.				

### DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	594	166	2,406	4,445
Swift & Company	631	121	2,480	8,008
Cudahy Pkg. Co.	663	113	2,006	1,668
Others	1,710	160	1,799	10,565
Total	3,598	560	8,691	33,377

### FORT WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,275	921	3,802	3,251
Swift & Company	2,279	795	1,841	3,050
Blue Bonnet Pkg. Co.	79	26	1,275	54
City Pkg. Co.	258	13	757	...
Rosenthal Pkg. Co.	43	4	320	...
Total	4,934	1,759	7,995	6,386

### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	1,968	2,677	27,569	4,745
Riffin Pkg. Co.	947	31	...	...
Swift & Company	4,049	3,657	32,252	7,624
United Pkg. Co.	2,101	238	...	...
Cudahy Pkg. Co.	501	1,766	...	...
Others	1,905	544	...	...
Total	11,171	8,913	59,821	12,369

### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,610	554	16,681	2,278
Armour and Company	1,138	139	2,055	...
Hilgemeyer Bros.	10	...	1,425	...
Stumpf Bros.	...	...	140	...
Meyer Pkg. Co.	75	5	307	...
Stark & Wetzel	228	26	454	...
Wabnitz and Deters.	49	66	372	73
Maass Hartman Co.	23	13	...	...
Others	73	114	306	804
Shippers	2,023	1,686	16,541	7,234
Total	5,885	2,603	38,281	10,489

### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons	...	13	...	149
E. Kahn's Sons	439	145	6,535	353
Lohrey Packing Co.	5	...	305	...
H. H. Meyer Pkg. Co.	13	...	2,725	...
J. Schlachter's Sons	155	141	...	10
J. & F. Schroth P. Co.	12	...	2,633	...
J. F. Stegner Co.	332	282	...	...
Shippers	87	...	2,616	...
Others	1,222	620	1,192	141
Total	2,222	1,201	15,731	653
Not including 954 cattle, 4,986 hogs and 441 sheep bought direct.				

### RECAPITULATION.

	Week Ended Feb. 17, 1940.	Prev. week, 1939.	Cor.
CATTLE.			
Chicago	81,844	32,669	29,569
Kansas City	9,908	10,371	10,239
Omaha	15,103	15,524	14,277
East St. Louis	9,943	9,405	9,789
St. Joseph	4,078	4,743	4,304
Sioux City	8,413	7,960	8,532
Oklahoma City	3,197	3,178	2,942
Wichita	1,456	1,961	2,435
Denver	3,588	3,577	3,518
St. Paul	11,171	10,826	11,607
Milwaukee	3,213	2,924	3,821
Indianapolis	5,885	5,600	5,877
Cincinnati	2,222	2,677	1,526
Ft. Worth	4,334	4,501	3,756
Total	114,955	115,849	112,542
HOGS.			
Chicago	75,061	81,874	57,127
Kansas City	10,578	12,154	6,811
Omaha	41,159	37,201	24,250
East St. Louis	47,061	50,121	42,553
St. Joseph	18,940	17,507	10,831
Sioux City	46,065	38,282	25,375
Oklahoma City	6,676	6,228	6,810
Wichita	5,019	3,838	2,681
Denver	8,691	9,127	5,843
St. Paul	59,821	48,440	35,941
Milwaukee	11,561	10,206	8,516
Indianapolis	38,281	36,920	29,738
Cincinnati	15,731	13,859	15,612
Ft. Worth	7,995	6,557	6,343
Total	395,639	373,314	278,431
SHEEP.			
Chicago	37,257	32,200	54,794
Kansas City	17,617	17,815	38,029
Omaha	19,319	16,557	25,272
East St. Louis	5,440	6,067	8,622
St. Joseph	15,114	15,552	24,940
Sioux City	11,823	9,088	16,213
Oklahoma City	1,867	664	1,716
Wichita	5,291	3,461	3,599
Denver	33,377	17,319	19,824
St. Paul	12,369	9,803	15,294
Milwaukee	1,416	1,274	2,431
Indianapolis	10,439	7,726	9,278
Cincinnati	653	1,228	873
Ft. Worth	6,386	4,409	7,105
Total	181,368	142,163	227,680
*Cattle and calves.			
†Not including directs.			

## LIVESTOCK INCOME LARGER

Total cash farm income during 1939 amounted to \$8,518,000,000, compared with \$8,081,000,000 in 1938, and \$9,111,000,000 in 1937. While income from crops was 4 per cent larger than in 1938, livestock and livestock products' income remained about unchanged during this period. Total income from meat animals during 1939 totaled \$2,262,136,000 and \$2,179,606,000 in 1938.

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods.

### RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 12	11,462	681	29,653	8,117
Tues., Feb. 13	8,193	1,182	28,144	7,041
Wed., Feb. 14	8,251	896	23,444	7,773
Thurs., Feb. 15	8,842	719	22,340	13,444
Fri., Feb. 16	1,180	811	17,651	6,535
Sat., Feb. 17	300	...	8,000	3,000
*Total this week	33,107	3,758	129,378	46,238
Prev. week	34,183	4,125	120,068	39,068
Year ago	30,325	5,643	82,185	57,593
Two years ago	41,600	6,414	82,227	55,097

### SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 12	2,751	1	4,690	2,687
Tues., Feb. 13	2,753	28	2,136	1,439
Wed., Feb. 14	3,287	...	2,890	768
Thurs., Feb. 15	1,420	27	4,205	3,633
Fri., Feb. 16	1,182	1	2,963	2,603
Sat., Feb. 17	100	...	200	500
Total this week	10,723	57	16,574	11,030
Previous week	10,869	109	15,001	8,985
Year ago	8,737	211	17,143	15,355
Two years ago	12,423	816	20,886	12,013

\*Including 521 cattle, 641 calves, 47,954 hogs and 8,909 sheep direct to packers from other points.

†All receipts include directs.

### FEBRUARY AND YEAR RECEIPTS.

Receipts thus far this month and year to date with comparisons:

	February	1939	1940	1939
Cattle	73,794	74,018	242,103	225,200
Calves	9,135	14,249	29,062	35,040
Hogs	290,164	179,729	919,534	664,385
Sheep	101,966	134,898	307,235	387,089

### WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Feb. 17	\$ 8.95	\$ 5.20	\$ 4.75	\$ 9.30
Previous week	9.25	5.10	4.50	9.00
1939	10.20	7.85	4.85	8.95
1938	7.80	8.20	3.75	7.45
1937	10.40	10.10	5.75	10.50
1936	8.45	10.60	4.75	9.35
1935	10.45	8.75	4.35	8.05
Av. 1935-1939	\$ 9.45	\$ 9.10	\$ 4.70	\$ 8.95

### SUPPLIES FOR CHICAGO PACKERS.

	Cattle.	Hogs.	Sheep.
Week ended Feb. 17	22,384	112,804	35,208
Previous week	23,891	101,784	29,968
1939	23,584	64,860	42,582
1938	29,205	61,025	45,217
1937	26,917	75,740	39,696
1936	26,848	64,838	28,578

### HOG RECEIPTS, WEIGHTS AND PRICES.

	No. Rec'd.	Av. Wt. lbs.	Prices—Top.	Av.
*Week ended Feb. 17	129,400	245	\$ 5.75	\$ 5.20
Previous week	119,999	246	5.65	5.10
1939	82,185	254	8.35	7.85
1938	82,226	250	9.20	8.20
1937	97,773	236	10.40	10.10
1936	77,796	234	11.20	10.90
1935	75,567	230	9.10	8.75
Av. 1935-1939	83,100	240	\$ 9.65	\$ 9.10

\*Receipts and average weight for week ending Feb

## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended February 17, 1940.

### CATTLE

	Week ended Feb. 17.	Prev. week.	Cor. week, 1939.
Chicago	22,354	22,891	21,576
Kansas City	11,869	11,955	12,411
Omaha	14,868	15,382	13,699
East St. Louis	8,394	7,929	7,921
St. Joseph	4,615	4,946	4,825
Sioux City	6,556	6,361	6,367
Wichita	2,117	2,384	3,549
Fort Worth	6,693	6,096	5,546
Philadelphia	1,655	1,676	1,798
Indianapolis	1,612	1,513	1,595
New York & Jersey City	7,833	7,906	8,636
Oklahoma City	4,365	4,334	4,969
Cincinnati	3,137	3,065	3,065
Denver	3,354	2,438	3,845
St. Paul	8,765	8,325	8,406
Milwaukee	3,152	2,825	3,588
Total	111,169	110,995	112,626

\*Cattle and calves.

### HOGS

Chicago	119,820	120,896	67,367
Kansas City	31,441	37,266	21,435
Omaha	46,729	45,788	24,627
East St. Louis	59,445	60,677	47,424
St. Joseph	16,635	15,058	7,110
Sioux City	39,891	32,940	25,949
Wichita	7,310	6,616	4,365
Fort Worth	7,995	6,557	6,343
Philadelphia	16,038	16,562	18,530
Indianapolis	18,287	16,299	12,141
New York & Jersey City	47,706	47,435	46,475
Oklahoma City	7,627	7,182	7,299
Cincinnati	15,023	13,840	16,322
Denver	9,191	8,867	5,603
St. Paul	59,821	48,440	40,609
Milwaukee	11,379	10,328	8,498
Total	514,438	494,731	359,997

\*Includes National Stock Yards, East St. Louis, Illinois and St. Louis, Mo.

### SHEEP

Chicago	27,740	23,949	39,929
Kansas City	17,617	17,815	38,029
Omaha	21,300	19,869	25,950
East St. Louis	5,440	6,067	8,290
St. Joseph	17,654	14,857	24,178
Sioux City	11,789	8,079	15,697
Wichita	5,291	3,461	3,599
Fort Worth	6,386	4,409	7,105
Philadelphia	2,631	2,850	2,335
Indianapolis	3,643	2,903	2,678
New York & Jersey City	53,370	53,684	63,686
Oklahoma City	1,867	1,464	1,716
Cincinnati	939	1,462	1,087
Denver	6,654	5,747	9,504
St. Paul	12,369	9,803	15,294
Milwaukee	1,214	1,274	2,202
Total	195,895	176,892	261,277

\*Not including directs.

## CALIF. INSPECTED SLAUGHTER

State-inspected kill for January:

Cattle	58,762
Calves	31,634
Hogs	96,819
Sheep	100,661

Meat food products produced under inspection in January totaled:

	Lbs.
Sausage	2,812,195
Pork and beef	2,999,670
Lard and beef substitutes	1,683,098
Chili	15,985
Miscellaneous	23,487
Total	7,534,435

## LIVESTOCK AND DRESSED MEAT PRICES COMPARED

Prices of steers, lambs and hogs, Chicago, compared with wholesale and retail fresh meat prices, New York, during January, 1940:

	Live animal prices			Wholesale meat prices			Composite retail meat prices		
	Chicago.			New York.			New York.		
	Dollars per 100 lbs.			Dollars per 100 lbs.			Cents per pound.		
	Jan. 1940.	Dec. 1939.	Jan. 1939.	Jan. 1940.	Dec. 1939.	Jan. 1939.	Jan. 1940.	Dec. 1939.	Jan. 1939.
Steers—									
Choice	11.00	10.47	12.38	16.78	15.94	18.49	33.17	33.17	34.54
Good	9.95	9.90	10.50	15.08	14.55	16.75	28.75	28.40	29.68
Medium	8.69	8.60	8.47	13.51	13.14	14.88	23.96	23.48	25.57
Lambs—									
Choice	9.32	9.05	9.16	16.52	16.50	18.18	27.23	26.97	28.61
Good	8.96	8.72	8.78	15.72	15.62	18.18	23.30	23.35	24.97
Medium	8.38	7.89	7.64	13.72	13.68	16.72	20.10	20.44	22.62
Hogs—									
Good	5.63	5.63	7.61	13.54	13.56	16.49	20.33	20.38	23.32

## MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Department of Agriculture, Agricultural Marketing Service.)

### WESTERN DRESSED MEATS

	NEW YORK.	PHILA.	BOSTON.
COWS, carcass			
Week ending February 17, 1940.	9,108	2,357	2,381
Week previous	8,686½	2,423	2,428
Same week year ago.	9,502	2,311	2,635
STEERS, carcass			
Week ending February 17, 1940.	684	908	2,251
Week previous	669	910	2,079
Same week year ago.	1,762	1,390	2,787
BULLS, carcass			
Week ending February 17, 1940.	317	411	11
Week previous	264	648	11
Same week year ago.	313	424	....
VEAL, carcass			
Week ending February 17, 1940.	12,205	1,140	708
Week previous	10,071	1,407	896
Same week year ago.	12,815	1,657	686
LAMB, carcass			
Week ending February 17, 1940.	39,335	11,610	14,576
Week previous	45,795	17,075	16,910
Same week year ago.	40,419	13,525	16,853
MUTTON, carcass			
Week ending February 17, 1940.	1,519	493	649
Week previous	2,985	406	988
Same week year ago.	3,107	798	675
PORK CUTS, lbs.			
Week ending February 17, 1940.	1,772,505	614,397	418,675
Week previous	2,434,243	682,730	573,116
Same week year ago.	2,095,621	264,158	236,762
BEEF CUTS, lbs.			
Week ending February 17, 1940.	246,566	....	....
Week previous	383,663	....	....
Same week year ago.	517,099	....	....
LOCAL SLAUGHTERS			
CATTLE, head			
Week ending February 17, 1940.	7,853	1,655	....
Week previous	7,906	1,675	....
Same week year ago.	8,636	1,708	....
CALVES, head			
Week ending February 17, 1940.	11,782	2,459	....
Week previous	11,961	2,610	....
Same week year ago.	12,171	2,390	....
HOGS, head			
Week ending February 17, 1940.	47,706	16,038	....
Week previous	47,435	16,562	....
Same week year ago.	46,475	18,530	....
SHEEP, head			
Week ending February 17, 1940.	53,370	2,631	....
Week previous	53,684	2,850	....
Same week year ago.	63,686	2,335	....

Country dressed product at New York totaled 2,904 veal, 2 hogs and 213 lambs. Previous week 3,300 veal, 9 hogs and 311 lambs in addition to that shown above.

## RECEIPTS AT CHIEF CENTERS

Receipts for week ended February 17:

	Cattle.	Hogs.	Sheep.
At 20 markets:			
Week ended Feb. 17.	153,000	490,000	220,000
Previous week	160,000	479,000	218,000
1939	161,000	365,000	308,000
1938	168,000	322,000	291,000
1937	180,000	402,000	279,000
At 11 markets:			
Week ended Feb. 17.	106,000	436,000	294,000
Previous week	108,000	411,000	272,000
1939	108,000	294,000	272,000
1938	113,000	314,000	289,000
1937	128,000	252,000	169,000
At 7 markets:			
Week ended Feb. 17.	106,000	378,000	150,000
Previous week	109,000	361,000	138,000
1939	108,000	254,000	211,000
1938	121,000	226,000	178,000
1937	113,000	254,000	156,000
1936	128,000	252,000	169,000

## CANADIAN LIVESTOCK PRICES

	STEERS.	VEAL CALVES.	BACON HOGS.
	Week ended Feb. 15.	Last week.	Same week 1939.
Toronto	\$ 7.50	\$ 7.50	\$ 9.35
Montreal	8.00	7.60	9.50
Winnipeg	6.75	7.00	8.75
Calgary	6.25	6.50	7.00
Edmonton	7.00	6.50	8.25
Prince Albert	5.75	6.35	8.75
Moose Jaw	6.50	6.50	6.05
Saskatoon	6.25	6.25	6.25
Regina	6.50	6.50	8.50
Vancouver	7.25	7.00	6.25
Toronto	\$11.75	\$12.75	\$11.00
Montreal	11.50	12.00	11.00
Winnipeg	10.00	11.00	10.00
Calgary	9.25	9.00	8.50
Edmonton	9.50	9.50	8.00
Prince Albert	6.50	8.00	6.00
Moose Jaw	8.00	8.00	6.25
Saskatoon	10.00	10.00	8.00
Regina	8.50	10.00	8.50
Vancouver	8.50	8.75	8.85
Toronto	\$ 9.00	\$ 9.00	\$ 9.35
Montreal	9.40	9.40	9.50
Winnipeg	8.00	8.00	9.00
Calgary	8.45	8.45	8.75
Edmonton	8.50	8.50	8.75
Prince Albert	8.30	8.30	8.30
Moose Jaw	8.35	8.35	8.65
Saskatoon	8.30	8.30	8.75
Regina	8.35	8.35	8.85
Vancouver	8.55	8.75	8.85

\*Montreal and Winnipeg hogs sold on a "F. & W." basis; all others "off trucks."

	GOOD LAMBS.
Toronto	\$10.35
Montreal	9.50
Winnipeg	9.50
Calgary	8.25
Edmonton	8.75
Prince Albert	8.75
Moose Jaw	8.15
Saskatoon	8.35
Regina	8.50
Vancouver	7.25

# NEW EQUIPMENT *and Supplies*

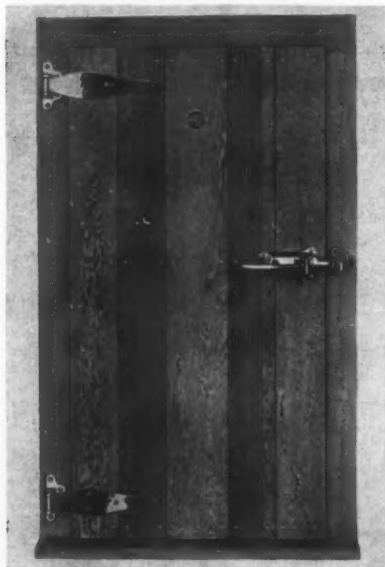
## YORK SHOWS ITS NEW EQUIPMENT

York Ice Machinery Corp., York, Pa., is holding a series of four field sales conventions at which it is presenting its new equipment and sales policies to its nation-wide branch and distributor organizations for the first time. New York, Chicago, San Francisco and New Orleans have been selected as the meeting points.

Eight major lines of new equipment are being displayed at these meetings, three of which are of interest to meat packers and sausage manufacturers. These include a roller seal cooler door, a turbo-compressor and a new design of Flakice machine particularly suitable for use in small meat packing and sausage manufacturing plants.

### Roller Seal Door

Vertical ribbed styling has replaced horizontal panels in York's new line of cold storage doors. The design is modern, utilizes the strength of all front members to add rigidity, and pre-



ROLLER SEAL COOLER DOOR

vents accumulation of moisture and dirt. Three cross braces, locked in a recess in the one-piece side stiffeners, and supplemented by diagonal steel braces set in tension, are said to give exceptional rigidity.

The door works on a new sealing principle from which its name is derived. The inner gasket is attached to the edge of the door instead of to the

### "COLD MAGIC" FLAKICE MACHINE

Beside the new York unit, which is particularly suitable for small meat packing and sausage manufacturing plants, are (left to right) John R. Hertzler, York general sales manager, Joseph L. Rosenmiller, manager of sales promotion division, and Stewart E. Lauer, president of the company.



frame. It seals by a combined rolling and wedging action between edge of door and frame.

Besides overcoming the disadvantages of the conventional type inner seal, the following advantages are claimed: A tighter and more effective inner seal, freedom from gasket damage by traffic through the doorway, a 61 per cent reduction of projections in doorway and approximately 4 in. reduction in radius of swing.

Insulation is accurately fitted and sealed with waterproof adhesive, supplemented by layers of moistureproof paper at front and back.

### Turbo-Compressor

The York-Allis Chalmers turbo-compressor is said to be particularly suitable for steam drive but can be operated by electric power. Its compactness is reported to be valuable in

large comfort or industrial air conditioning systems, or in water or brine installations for large manufacturing plants.

Inherent safety results from the use of trichloromonofluoromethane, or Freon 11. The machine operates smoothly and without vibration and may be mounted on upper floors or on light foundations.

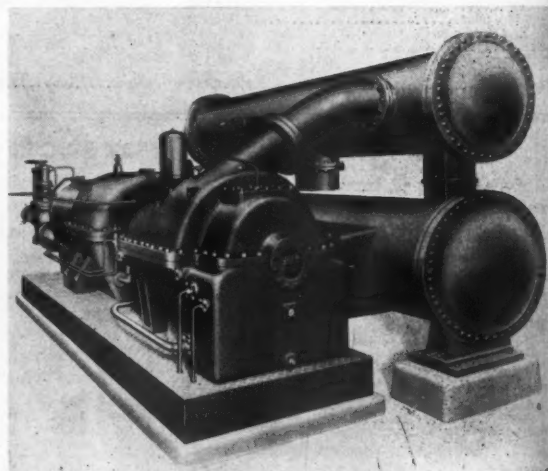
Notable features of the machine include low impeller operating speeds, balanced disc compensation of impeller thrust and bladeless diffuser passages for reducing pumping limit and increasing efficiency.

Condensers accompanying the compressor are of non-ferrous internal construction. Water cooler is of the flash type, non-ferrous construction with hermetically sealed liquid pumps.

Control systems vary with type of prime mover employed. Direct-drive,

### YORK'S NEW TURBO- COMPRESSOR

Compact York-Allis Chalmers turbo-compressor is said to be suitable for use in large comfort or industrial air conditioning systems or in water or brine installations for manufacturing plants. Either steam or electric drive can be employed.





steam turbine-powered compressors are equipped with governors for speed regulation. Secondary control of variable speed motors, driving through speed increasing gears, permits similar flexibility when electric power is employed. Safety devices are provided to assure the constant flow of chilled water and to prevent freezing.

### FlakIce Machine

The "Cold Magic" FlakIce machine is a self-contained unit capable of producing up to 2,000 lbs. of ice ribbons per day as needed, the ice being available 60 seconds after the machine has been started.

The ice is made in the form of thin ribbons on a slowly revolving cylinder partly submerged in water. It comes out of the machine in small pieces which are ready for use without crushing. The refrigerating equipment is within the unit. The machine is ready to operate after water and electric connections have been made.

FlakIce equipment has previously been available mainly for large distributors and processors of foods using large quantities of ice. The new model machine places ice manufacturing facilities within the reach of all commercial establishments which require ice intermittently.

Watch Classified page for good men.

### FLASHES ON SUPPLIERS

**C. T. LENZKE & CO.**—C. T. Lenzke & Co., manufacturers of ham molds and cylinders, meat loaf molds, loaf fillers,



C. T. LENZKE

foot operated ham presses and meat shaping presses, is now operating in its new plant at 1753 W. Hancock, Detroit. C. T. Lenzke, president, will celebrate his eighth anniversary in the equipment field next month. Prior to his entrance into this field, Mr. Lenzke spent many years in the meat packing business, following in the footsteps of his father. His first-hand familiarity with the processing problems of the industry gives him a keen insight into what is practical in equipment design, construction and operation. Mr. Lenzke's hobby is discussing manufacturing problems with his customers. He stops at a plant occasionally and makes something new in meat specialties.

**CONTINENTAL CAN CO., INC.**—Continental Can Co., in its annual report signed by J. F. Hartlieb, president, reports net earnings for the year ended December 31, 1939, of \$8,635,786, after federal, state and foreign income taxes.

This was equivalent, after provision for dividends on the preferred stock, to \$2.71 per share on the common stock. Earnings advanced 21.6 per cent over those of 1938. The company's net sales to outside customers aggregated \$92,196,834, an increase of 7.6 per cent during 1939 over the preceding year. Directors of the company on February 14 declared a regular quarterly dividend of \$1.12½ per share on the preferred stock, payable April 1, to shareholders of record on March 11.

### FRUEHAUF TRAILER COMPANY.

—Roy Fruehauf, vice president and director of sales of the Fruehauf Trailer Co., reports the sale of ten of the largest type stainless steel trailers to the National Tea Company, Minneapolis, Minn. This, Mr. Fruehauf adds, is the second fleet of ten refrigerated stainless steel trailers in that section, the other being operated by the Ajax Transfer Company of South St. Paul in transporting of Armour and Company meat products.

### BAKER GRAVURE COMPANY.

—This newly-established concern located at 140 West 21st st., New York City, will specialize in printing on transparent wraps such as cellophane, plicofilm, and cellulose acetate. The company, headed by Heman Baker, announces that printing will be done only by the multi-color rotogravure method, in which technological improvements have recently made possible colorful rotogravure at a lower cost.

## MONEY SAVING NEWS FOR PACKING PLANTS

### BACON HOOKS CLEANED EASILY

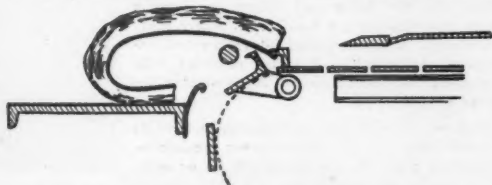
Do your bacon and meat hooks or hog trolleys pass inspection easily? They will if cleaned the simple, economical Oakite way. Grease and fat accumulations are completely, quickly removed. Aluminum or tinned surfaces are not affected. Write for complete details.

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MATERIALS & METHODS FOR EVERY CLEANING REQUIREMENT

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## PORK BEST THIAMIN SOURCE

Pork heads a long list of common foods as the richest source of thiamin, the important vitamin formerly designated as B<sub>1</sub>, according to exhaustive research recently conducted at the University of Wisconsin. All meat—especially the glandular meats—also rank high in thiamin content.

These were among the highlights of an address given on February 9 in Chicago by Dr. C. A. Elvehjem, University of Wisconsin professor of agricultural chemistry, before the annual dinner of the Illinois Dietetic Association. Dr. Elvehjem explained that thiamin stimulates the appetite, promotes growth, prevents and cures beriberi, and is necessary for utilization of carbohydrates by the body. One pork chop daily, he stated, supplies the necessary amount of this vitamin.

The glandular meats—liver, heart and kidney—are the most important source of riboflavin and nicotinic acid, Dr. Elvehjem reported, and other meats also provide these substances in important quantities. Riboflavin, according to the speaker, promotes growth and protects against certain nervous disorders and liver disturbances, while nicotinic acid prevents and cures pellagra, a deficiency disease prevalent in the South.

A small piece of lean meat each day, said Dr. Elvehjem, would mean the difference between the high frequency of this disease and its complete eradication. He called attention to the fact that there have been as many as a million cases of pellagra in the United States.

"As the research work progresses," concluded the speaker, "it is becoming more and more evident that meat and meat products are of great importance as sources of all the members of the vitamin B complex recognized to date."

## MEAT SUPPLIES IN EAST

Meat supplies during 1939 at the three eastern centers, Boston, New York and Philadelphia, showed considerable gains over 1938. Receipts of Western dressed meats included 136,964 steer carcasses at Boston; 482,702 at New York and 130,413 at Philadelphia. Veal and calf

## JANUARY LIVESTOCK PRICES COMPARED

January livestock prices at Chicago, as reported by U. S. Dept. of Agriculture, Agricultural Marketing Service:

CATTLE AND VEALERS.				HOGS.			
	Jan., 1940.	Dec., 1939.	Jan., 1939.		Jan., 1940.	Dec., 1939.	Jan., 1939.
<b>Steers—</b>				<b>Barrows and Gilts—</b>			
Choice, 750-900 lbs.	\$11.37	\$10.99	\$11.72	Good and Choice,	\$ 4.97	\$ 5.34	....
900-1100 lbs.	11.35	10.92	12.36	120-140 lbs.	5.31	5.54	7.60
1100-1300 lbs.	11.00	10.47	12.35	140-160 lbs.	5.33	5.64	7.68
1300-1500 lbs.	10.82	10.11	12.39	160-180 lbs.	5.64	5.66	7.70
Good, 750-900 lbs.	10.21	10.14	10.30	180-200 lbs.	5.63	5.63	7.61
900-1100 lbs.	9.95	9.90	10.50	200-220 lbs.	5.52	5.53	7.42
1100-1300 lbs.	9.55	9.46	10.49	220-240 lbs.	5.35	5.37	7.21
1300-1500 lbs.	9.37	9.22	10.60	240-270 lbs.	5.20	5.22	7.02
Medium, 750-1100 lbs.	8.09	8.60	8.47	270-300 lbs.	5.09	5.11	7.02
1100-1300 lbs.	7.83	7.99	8.79	300-330 lbs.	4.96	4.99	7.02
Common, 750-1100 lbs.	6.94	7.05	7.47	330-360 lbs.	5.27	5.31	7.42
<b>Steers, heifers and mixed—</b>				<b>Medium, 160-220 lbs.</b>			
Choice, 500-700 lbs.	10.87	10.62	11.35				
Good, 500-750 lbs.	9.88	9.80	9.75				
<b>Heifers—</b>				<b>Sows—</b>			
Choice, 750-900 lbs.	10.49	10.50	11.11	Good and Choice,	4.83	4.88	....
Good, 750-900 lbs.	9.37	9.45	9.74	270-300 lbs.	4.73	4.80	....
Medium, 500-900 lbs.	8.22	8.13	8.58	300-330 lbs.	4.65	4.74	....
Common, 500-900 lbs.	6.98	6.74	7.31	330-360 lbs.			....
<b>Cows—all weights—</b>				<b>Good,</b>			
Good	6.76	6.72	7.16	360-400 lbs.	4.55	4.69	6.52
Medium	6.14	5.96	6.56	400-450 lbs.	4.47	4.59	6.34
Cutter & Common	5.32	5.04	....	450-500 lbs.	4.34	4.40	6.26
Canner	4.41	4.16	....	Medium, 250-500 lbs.			
<b>Bulls (yearlings excluded)—</b>				<b>Pigs (slaughter)—</b>			
All weights—				Medium and Good,	4.45	4.96	....
Beef, Good	6.93	7.02	7.20	90-120 lbs.			
Sausage, Good	7.39	7.25	....	<b>LAMBS AND SHEEP.</b>			
Medium	6.90	6.83	....	<b>Lambs—</b>			
Cutter and Common	6.27	6.26	....	Choice	9.12	9.26	9.16
<b>Vealers—All weights—</b>				Good and Choice	8.92	9.06	8.82
Good and Choice	11.47	9.91	9.96	Medium and Good	8.51	8.52	7.81
Common and Medium	9.33	8.56	....	Common	7.28	7.28	6.55
Cull	7.20	7.16	....	<b>Yearling wethers—</b>			
<b>Calves—400 lbs. down—</b>				Good and Choice	7.78	7.86	7.58
Good and Choice	8.44	7.85	7.27	Medium	7.04	7.22	6.42
Common and Medium	7.19	6.76	5.58	<b>Ewes—</b>			
Cull	5.82	5.64	....	Good and Choice	4.61	4.70	4.64
				Common and Medium	3.90	3.52	3.58

carcasses received at Boston totaled 40,469; 549,755 were received at New York and 70,186 at Philadelphia. Lamb receipts were 862,547 carcasses at Boston, 2,171,228 at New York and 765,219 at Philadelphia.

Beef cut shipments to Boston amounted to 615,708 lbs. and to New York, 21,192,968 lbs. Receipts of pork cuts at Boston were 18,811,439 lbs. against 15,169,879 lbs. in 1938; at New York were 106,557,832 lbs. against 98,451,027 lbs. in 1938, and at Philadelphia were 20,580,574 lbs. in 1939 compared with 21,505,696 lbs. in 1938.

At both Philadelphia and New York, in local slaughter under federal and city inspection, the largest gains were made in hog slaughter. New York slaughter of hogs totaled 2,343,894 head against

2,217,446 in 1938; hog slaughter at Philadelphia was 905,397 head against 795,497 in 1938. Total livestock slaughter at New York was 6,732,412 head in 1939 and 6,938,374 in 1938. Philadelphia kill was 1,310,983 head in 1939 and 1,027,333 in 1938.

## GELATINE IMPORTS & EXPORTS

Edible gelatine imported into the United States during December, 1939, totaled 134,490 lbs. valued at \$29,051. Of this amount 19,142 lbs. came from Belgium, 13,645 lbs. from Netherlands and 101,579 lbs. from France. Gelatine exported totaled 31,407 lbs., valued at \$16,070.

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## Wage-Hour Test Suit

(Continued from page 9.)

clares, a considerable number of employees have been worked overtime more than 14 weeks, without receiving time and a half. The bill also contends that Swift took the 14 weeks' exemption for different sets of employees at different times instead of all at the same time, in opposition to the administration's interpretation of the law.

### History of the Controversy

Briefly, the history and background of the meat industry's dispute over the law is as follows:

In August, 1939, the wage and hour administrator issued interpretative bulletin No. 14, which practically eliminated the flexibility which Congress granted to the meat industry in writing the law. The interpretation restricted the exemption to:

"Livestock — transporting to the slaughterhouse, stockyards, or other place where the livestock is to be sold; receiving same, weighing, or otherwise determining the basis for payment to producers; grading; and selling; slaughtering; and dressing, i.e., bleeding, removing head, hide, hair, entrails and dirt. . . .

"The exemption applies only to the handling of . . . livestock and not . . . livestock products or by-products. Thus the manufacturing, curing, smoking, grading, refrigerating and packing of meat products and by-products, such as beef, veal, casings, pork cuts, pigs' feet, sausage, fertilizer, tallow, grease, hides offal, beef extracts, oleo products, sheep skins, and shortening, the processing of livestock and poultry meat for packing and canning purposes, and the packing and canning of such meat, are not included."

The bulletin also declared that the act does "not provide consecutive exemptions for different sets of employees in the same establishment, but provides only one exemption."

### Modification Asked

The Institute of American Meat Packers, speaking for the meat packing industry, asked that these interpretations be withdrawn or amended. It submitted a memorandum covering the economics of the meat packing business; the nature of meat packing operations; wages, earnings and employment in the meat packing industry; the adverse effects of the interpretations on livestock producers, and the reasons why interpretative bulletin No. 14 should be amended. Charts appended to the memorandum showed fluctuations in livestock receipts and slaughter at principal markets.

A committee from the Institute conferred with the administrator in September; the administrator then announced that the subject would be given further consideration and that meat plant operations would be studied first-hand by representatives of the division.

After negotiations and numerous

## WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats, quoted by the U. S. Department of Agriculture, Agricultural Marketing Service, on February 21, 1940:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
<b>STEER, Choice<sup>1</sup>:</b>				
400-500 lbs. ....	\$15.00@16.50			
500-600 lbs. ....	15.00@16.50		\$16.50@17.50	\$17.50@18.00
600-700 lbs. ....	14.50@16.50	\$15.50@17.00	16.50@17.50	17.00@18.00
700-800 lbs. ....	14.00@16.00	15.50@17.00	16.00@16.50	16.50@17.00
<b>STEER, Good<sup>1</sup>:</b>				
400-500 lbs. ....	13.50@15.00			
500-600 lbs. ....	13.00@15.00		14.50@16.00	15.00@16.50
600-700 lbs. ....	13.00@14.50	14.50@15.50	14.50@16.00	15.00@16.00
700-800 lbs. ....	13.00@14.00	14.50@15.50	14.00@15.00	15.00@16.00
<b>STEER, Commercial<sup>1</sup>:</b>				
400-600 lbs. ....	12.00@13.00		13.50@14.50	13.00@14.50
600-700 lbs. ....	12.00@13.00	13.50@14.50	13.00@13.50	13.00@14.50
<b>STEER, Utility<sup>1</sup>:</b>				
400-600 lbs. ....	11.00@12.00	13.00@13.50	12.50@13.00	
<b>COW (all weights):</b>				
Commercial ....	11.00@12.00	12.00@12.50		12.00@13.00
Utility ....	10.25@11.00	11.00@12.00	11.00@12.00	11.00@12.00
Cutter ....	9.50@10.25	10.00@11.00	10.00@11.00	10.50@11.00
Canner ....	9.00@9.50			
<b>Fresh Veal and Calf:</b>				
<b>VEAL (all weights):<sup>2</sup>:</b>				
Choice ....	14.50@16.00	15.50@17.00	17.00@18.00	17.00@18.00
Good ....	13.00@14.50	14.00@15.50	15.00@17.00	15.00@17.00
Medium ....	12.00@13.00	13.00@14.00	14.00@15.00	14.00@15.00
Common ....	10.00@12.00	12.00@13.00	13.00@14.00	13.00@14.00
<b>CALF (all weights):<sup>2</sup>:</b>				
Choice ....				
Good ....	13.00@14.00			
Medium ....	11.50@13.00			
Common ....	10.50@11.50			
<b>Fresh Lamb and Mutton:</b>				
<b>LAMB, Choice:</b>				
38 lbs. down. ....	17.00@18.00	18.50@19.50	18.00@19.00	19.00@20.00
39-45 lbs. ....	16.50@17.50	17.50@18.50	17.00@18.50	18.00@19.00
46-55 lbs. ....	15.50@16.50	16.50@17.50	17.00@17.50	17.00@18.00
<b>LAMB, Good:</b>				
38 lbs. down. ....	16.00@17.00	17.50@18.50	17.50@18.50	18.00@19.00
39-45 lbs. ....	15.50@16.50	16.50@17.50	17.00@18.00	17.00@18.00
46-55 lbs. ....	14.50@15.50	15.50@16.50	16.00@17.00	16.50@17.00
<b>LAMB, Medium:</b>				
All weights ....	14.50@15.50	15.00@17.00	15.00@17.00	16.50@17.50
<b>LAMB, Common:</b>				
All weights ....	13.50@14.50	14.50@16.00	14.00@16.00	
<b>MUTTON (Ewe), 70 lbs. down:</b>				
Good ....	7.00@8.00	8.50@9.50	8.00@9.00	
Medium ....	6.00@7.00	7.50@8.50	7.00@8.00	
Common ....	5.00@6.00	6.00@7.50	6.00@7.00	
<b>Fresh Pork Cuts:</b>				
<b>LOINS:</b>				
8-10 lbs. ....	12.00@13.00	13.50@14.00	13.00@13.50	12.50@13.50
10-12 lbs. ....	11.50@12.50	13.50@14.00	13.00@13.50	12.50@13.50
12-15 lbs. ....	11.00@12.00	12.50@13.50	12.00@13.50	12.00@13.50
16-22 lbs. ....	10.00@11.00	11.50@12.50	10.50@11.50	11.00@11.50
<b>SHOULDERS, Skinned, N. Y. Style:</b>				
8-12 lbs. ....	8.50@9.00		10.00@10.50	10.00@11.00
<b>PICNICS:</b>				
6-8 lbs. ....	8.00@8.50	10.00@11.00		
<b>BUTTS, Boston Style:</b>				
4-8 lbs. ....	10.00@11.00		11.00@12.00	11.50@12.50
<b>SPARE RIBS:</b>				
Half sheets ....	7.50@8.50			
<b>TRIMMINGS:</b>				
Regular ....	5.00@5.50			

<sup>1</sup> Includes heifer 300-450 lbs. and steer down to 300 lbs. at Chicago. <sup>2</sup> "Skin on" at New York and Chicago. <sup>3</sup> Includes sides at Boston and Philadelphia.

conferences, including visits by representatives of the division to meat packing plants for first-hand study of operations, Philip D. Fleming, now administrator of the Wage and Hour Division, reaffirmed earlier interpretation in connection with bulletin No. 14. The earlier interpretation was slightly modified, however.

### WANT A GOOD MAN?

For good experienced men try the "Classified" page of THE NATIONAL PROVISIONER.

### ARGENTINE EXPORTS RISE

Argentine slaughter of livestock and exportation of meat products increased during the first 11 months of 1939 compared with corresponding period in 1938. Slaughter was:

	1939.	1938.
Cattle .....	4,050,971	3,852,713
Hogs .....	825,713	966,486
Sheep .....	4,760,710	5,085,297

Exports of meat products rose from 1,409,634,000 lbs. in 1938 to 1,466,990,000 lbs. in 1939, with chilled and frozen beef and mutton and canned meats accounting for the bulk of the increase in shipments.





*Always  
meant a lot . . .*

NOW  MEANS MORE  
THAN EVER BEFORE . . .

The improved emblem of The Associated Business Papers is symbolic of its greater significance to advertisers. Q Its Standards of Practice, guide-posts of ethical business paper publishing for twenty three years, have this year been made stronger and more enforceable than ever before. Q Apace with the times, its member publications are constantly making their editorial pages more dynamic . . . increasing their hold on their reader-audiences. Q Singly in relation to your markets, and collectively as an association, these modernized A.B.P. A.B.C. publications deliver an abundance of what it takes to produce resultful advertising.

**THE NATIONAL PROVISIONER**

Member of The Associated Business Papers, Inc.

# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS

Carcass Beef		Cor. week,	
Week ended		1939.	
Feb. 21, 1940.		per lb.	
Prime native steers—		20	@20 1/4
400-600.....	16% @17 1/4	20	@20 1/4
600-800.....	16% @17 1/4	20	@20 1/4
800-1000.....	16% @17 1/4	20	@21
Good native steers—		17 1/4	@17 1/4
400-600.....	15% @16 1/4	17 1/4	@17 1/4
600-800.....	14% @15 1/4	17 1/4	@17 1/4
800-1000.....	14% @15 1/4	17 1/4	@17 1/4
Medium steers—		14 1/4	@15
400-600.....	14% @15 1/4	14 1/4	@15
600-800.....	14% @15 1/4	14 1/4	@15
800-1000.....	14% @15 1/4	14 1/4	@16
Heifers, good, 400-600.....	14 @15 1/4	16	@17
Cows, 400-600.....	10 1/4 @11 1/4	11 1/4	@13
Hind quarters, choice.....	19 @21	21	@24
Fore quarters, choice.....	12 @13	12	@14 1/4

### Beef Cuts

Steer loins, prime.....	unquoted	@40
Steer loins, No. 1.....	@33	@32
Steer loins, No. 2.....	@26	@29
Steer short loins, prime.....	unquoted	@53
Steer short loins, No. 1.....	@43	@39
Steer short loins, No. 2.....	@34	@35
Steer loin ends (hips).....	@22	@24
Steer loin ends No. 2.....	@22	@25
Cow loins.....	@17 1/4	@19
Cow short loins.....	@20	@22
Cow loin ends (hips).....	@16	@17
Steer ribs, prime.....	unquoted	@30
Steer ribs, No. 1.....	@24	@24
Steer ribs, No. 2.....	@18	@21
Cow ribs, No. 2.....	@12 1/4	@16
Cow ribs, No. 3.....	@11 1/4	@12 1/4
Steer rounds, prime.....	unquoted	@15
Steer rounds, No. 1.....	@16	@17
Steer rounds, No. 2.....	@15	@16
Steer chuck, prime.....	unquoted	@15 1/4
Steer chucks, No. 1.....	@12 1/4	@14 1/4
Steer chucks, No. 2.....	@11	@12
Cow rounds.....	@12 1/4	@14
Cow chucks.....	@10 1/4	@12
Steer plates.....	@7 1/4	@11 1/4
Medium plates.....	@7	@9
Briskets, No. 1.....	@12	@15
Cow navel ends.....	@6	@9
Steer navel ends.....	@5	@9 1/4
Fore shanks.....	@8 1/4	@10 1/4
Hind shanks.....	@6 1/4	@7 1/4
Strip loins, No. 1 bulls.....	@55	@60
Strip loins, No. 2.....	@46	@50
Striploin butts, No. 1.....	@25	@29
Striploin butts, No. 2.....	@22	@25
Beef tenderloins, No. 1.....	@65	@65
Beef tenderloins, No. 2.....	@65	@65
Rump butts.....	@15	@15
Flank steaks.....	@21	@20
Shoulder clods.....	@16	@16 1/4
Hanging tenderloins.....	@17	@17 1/4
Insides, green, 6@8 lbs.....	@18	@17 1/4
Outsides, green, 6@8 lbs.....	@16	@16 1/4
Knuckles, green, 5@6 lbs.....	@17	@17

### Beef Products

Brains.....	@6	@7
Hearts.....	@9	@10
Tongues.....	@17	@20
Sweetbreads.....	@18	@20
Ox-tail.....	@10	@12
Fresh tripe, plain.....	@10	@10
Fresh tripe, H. C.....	@11 1/4	@11 1/4
Livers.....	@20	@20
Kidneys.....	@9	@10

### Veal

Choice carcass.....	@17	@18
Good carcass.....	15 @16	16 @17
Good saddles.....	20 @21	21 @22
Good racks.....	@14	18 @15
Medium racks.....	10 @11	11 @13

### Veal Products

Brains, each.....	@10	@10
Sweetbreads.....	@30	@36
Calf livers.....	@38	@55

### Lamb

Choice lambs.....	@18	@17
Medium lambs.....	@17	@16
Choice saddles.....	@23	@20
Medium saddles.....	@22	@19
Choice fores.....	@13	@14
Medium fores.....	@12	@13
Lamb fries.....	@31	@31
Lamb tongues.....	@17	@17
Lamb kidneys.....	@15	@20

### Mutton

Heavy sheep.....	@7	@9
Light sheep.....	@10	@12
Heavy saddles.....	@9	@12
Light saddles.....	@13	@14
Heavy fores.....	@5	@7
Light fores.....	@7	@9
Mutton legs.....	@13	@15
Mutton loins.....	@10	@12
Mutton stew.....	@8	@7
Sheep tongues.....	@10	@12 1/4
Sheep heads, each.....	@11	@10

## Fresh Pork and Pork Products

Pork loins, 8-10 lbs. av.....	@13	@19
Picnics.....	@10	@12
Skinned shoulders.....	@10	@14
Tenderloins.....	@24	@32
Spare ribs.....	@9	@14
Back fat.....	@5 1/4	@8
Boston butts.....	@12	@17
Boneless butts, cellar trim, 2@4.....	@15	@20
Hocks.....	@8	@12
Tails.....	@5	@10
Neck bones.....	@4	@3
Slip bones.....	@9	@11
Blade bones.....	@9	@11
Pigs' feet.....	@4	@4
Kidneys, per lb.....	@6	@10
Livers.....	@6	@9
Brains.....	@7	@10
Ears.....	@4	@5
Snouts.....	@4	@5
Heads.....	@6	@6 1/4
Chitterlings.....	@6 1/4	@6 1/4

## DRY SALT MEATS

Clear bellies, 16@18 lbs.....	@5 1/4	@5 1/4
Clear bellies, 18@20 lbs.....	@5 1/4	@5 1/4
Rib bellies, 25@30 lbs.....	@5 1/4	@5 1/4
Fat backs, 10@12 lbs.....	@4 1/4	@4 1/4
Fat backs, 14@16 lbs.....	@5 1/4	@5 1/4
Regular plates, smoked.....	@5 1/4	@5 1/4
Jowl butts.....	@3 1/4	@3 1/4

## WHOLESALE SMOKED MEATS

Fancy regular hams, 14@16 lbs., parchment paper.....	16 1/4 @17
Fancy skinned hams, 14@16 lbs., parchment paper.....	17 @18
Standard reg. hams, 14@16 lbs., plain.....	15 1/4 @16
Picnics, 4@8 lbs., short shank, plain.....	12 @13
Picnics, 4@8 lbs., long shank, plain.....	10 @11
Fancy bacon, 6@8 lbs., plain.....	16 1/4 @17
Standard bacon, 6@8 lbs., plain.....	13 @14
No. 1 beef sets, smoked.....	35 @36
Insides, 8@12 lbs.....	34 @35
Outsides, 5@9 lbs.....	33 @34
Knuckles, 5@9 lbs.....	27 @27
Cooked hams, choice, skin on, fattened.....	30 @30
Cooked hams, choice, skinless, fattened.....	22 @22
Cooked picnics, skin on, fattened.....	22 @22
Cooked picnics, skinned, fattened.....	22 @22

## BARRELED PORK AND BEEF

Clear fat back pork:		
70-80 pieces.....	\$	@12.00
80-100 pieces.....		@11.00
100-125 pieces.....		@10.50
Clear plate pork, 25-35 pieces.....		@12.00
Bean pork.....		@12.00
Brisket pork.....		@17.00
Plate beef.....		@16.50
Extra plate beef.....		@16.50

## VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.....	\$15.75
Lamb tongue, short cut, 200-lb. bbl.....	65.00
Regular tripe, 200-lb. bbl.....	17.25
Honeycomb tripe, 200-lb. bbl.....	22.25
Pocket honeycomb tripe, 200-lb. bbl.....	26.00

## SAUSAGE MATERIALS

(Packed basis.)

Regular pork trimmings.....	@5
Special lean pork trimmings 85%.....	@10 1/4
Extra lean pork trimmings 95%.....	@12 1/4
Pork cheek meat (trimmed).....	@8 1/4
Pork hearts.....	@4 1/4
Pork livers.....	@4 1/4
Native boneless bull meat (heavy).....	@13 1/4
Boneless chucks.....	@11 1/4
Shank meat.....	@11 1/4
Beef trimmings.....	@8 1/4
Beef cheeks (trimmed).....	@7 1/4
Dressed canners, 350 lbs. and up.....	@9 1/4
Dressed canner cows, 400-450-lb.....	@9 1/4
Dr. bologna bulls, 600 lbs. and up.....	@10 1/4
Pork tongues, canner trim, fresh.....	@9 1/4

## DRY SAUSAGE

Cervelat, choice, in hog bungs.....	@35
Thuringer.....	@19 1/4
Farmer.....	@27
Holsteiner.....	@27 1/4
B. C. salami, choice.....	@31
Milano, salami, choice in hog bungs.....	@30
B. C. salami, new condition.....	@18
Frisses, choice, in hog middles.....	@30
Genoa style salami, choice.....	@37
Pepperoni.....	@19
Mortadella, new condition.....	@27
Capicola.....	@38
Italian style hams.....	@30
Virginia hams.....	@40 1/4

## DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. carton.....	@20 1/4
Country style sausage, fresh in link.....	@13 1/4
Country style sausage, fresh in bulk.....	@13 1/4
Country style sausage, smoked.....	@19 1/4
Frankfurters, in sheep casings.....	@22 1/4
Frankfurters, in hog casings.....	@20 1/4
Bologna in beef bungs, choice.....	@16 1/4
Bologna in beef middles, choice.....	@16 1/4
Liver sausage in beef rounds.....	@14 1/4
Liver sausage in hog bungs.....	@16
Smoked liver sausage in hog bungs.....	@21 1/4
Head cheese.....	@14 1/4
New England luncheon specialty.....	@20
Minced luncheon specialty, choice.....	@15
Tongue & blood.....	@19 1/4
Blood sausage.....	@17
Souse.....	@16
Polish sausage.....	@20 1/4

## LARD

Prime steam, cash, Bd. Trade.....	@ 8.07 1/2 b
Prime steam, loose, Bd. Trade.....	@ 5.20 b
Redned lard, tierces, f.o.b. Chgo.....	@ 8.12 1/2
Kettle rend., tierces, f.o.b. Chgo.....	@ 8.12 1/2
Leaf, kettle rend., tierces, f.o.b. Chgo.....	@ 8.12 1/2
Neutral, tierces, f.o.b. Chgo.....	@ 7.87 1/2
Shortening, tierces, c.a.f.....	@10.00

## OLEO OIL AND STEARINE

Extra oleo oil (in tierces).....	@ 7 1/4
Prime No. 2 oleo oil.....	@ 6 1/4
Prime oleo stearine.....	@ 6 1/4

## TALLOW AND GREASES

(Loose, basis Chicago.)

Edible tallow, 1% acid.....	5% @ 5 1/4
Fancy tallow, under 2% acid.....	5% @ 5 1/4
Prime packers tallow, 3-4% acid.....	5% @ 5 1/4
Special tallow.....	5% @ 5 1/4
No. 1 tallow, 10% f.f.a., Chgo.....	5% @ 5 1/4
Choice white grease, all hog.....	5% @ 5 1/4
A-White grease, 4% acid.....	5% @ 5 1/4
B-White grease, maximum 5% acid.....	5% @ 5 1/4
Yellow grease, 16-20 f.f.a.....	4% @ 4 1/4
Brown grease, 25 f.f.a.....	4% @ 4 1/4

## ANIMAL OILS

Prime edible lard oil.....	Per lb. 10 1/4
Prime burning oil.....	9 1/4
Prime lard oil—inedible.....	8 1/4
Extra W. S. lard oil.....	8 1/4
Extra lard oil.....	8 1/4
Extra No. 1 lard oil.....	8 1/4
Spec. No. 1 lard oil.....	8 1/4
No. 1 lard oil.....	8 1/4
No. 2 lard oil.....	8
Acidless tallow oil.....	8
20° C. T. neatfoot oil.....	18 1/4
Pure neatfoot oil.....	18 1/4
Pr. neatfoot oil.....	8 1/4
Extra neatfoot oil.....	8 1/4
No. 1 neatfoot oil.....	8 1/4

## VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b. Valley points, prompt.....	5% @ 6
White deodorized, in bbls., f.o.b. Chgo.....	8 @ 8 1/4
Yellow, deodorized, in bbls., f.o.b. Chgo.....	8 1/4 @ 8 1/4
Soap stock, 50% f.f.a., f.o.b. consuming points.....	@ 1 1/4
Soybean oil, f.o.b. mills.....	5% @ 5 1/4
Corn oil, in tanks, f.o.b. mills.....	6 @ 6 1/4
Coconut oil, sellers' tanks, f.o.b. coast.....	@ 2 1/4
Refined coconut, bbls., f.o.b. Chicago.....	9 1/4 @ 9 1/4

## OLEOMARGARINE

F. O. B. Chicago.

White domestic vegetable.....	@15
White animal fat.....	@12
Water churned pastry.....	@12
Milk churned pastry.....	@13
White "nut" type.....	@ 8 1/4

(Continued on page 44)

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

# Chicago Markets

(Continued from page 43.)

## CURING MATERIALS

	Cwt.
Nitrite of soda (Chgo. w'hae stock).	
In 425-lb. bbls., delivered.....	\$ 8.75
Salt peter, less than ton lots:	
Dbl. refined granulated.....	7.50
Small crystals.....	8.50
Medium crystals.....	8.75
Large crystals.....	9.50
Dbl. rfd. gran. nitrate of soda.....	2.90
Salt, per ton, in minimum car of 80,000 lbs.	
only, f.o.b. Chicago, per ton:	
Granulated.....	7.20
Medium, dried.....	10.20
Rock.....	6.80
Sugar—	
Raw, 96 basis, f.o.b. New Orleans.....	@2.82
Second sugar, 90 basis.....	None
Standard gran., f.o.b. refiners (3%).....	@4.50
Packers' curing sugar, 100 lb. bags,	
f.o.b. Reserve, La., less 2%.....	@4.10
Packers' curing sugar, 250 lb. bags,	
f.o.b. Reserve, La., less 2%.....	@4.10
Dextrose, in car lots, per cwt. (in cotton	
bags).....	@3.64
In paper bags.....	@3.59

## SAUSAGE CASINGS

(F. O. B. Chicago.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack.....	@.16
Domestic rounds, 140 pack.....	@.38
Export rounds, wide.....	@.44
Export rounds, medium.....	@.24
Export rounds, narrow.....	@.39
No. 1 weasands.....	@.04
No. 2 weasands.....	@.08
No. 1 bungs.....	@.11
No. 2 bungs.....	@.08
Middles, regular.....	@.50
Middles, select, wide, 2 1/2 in.....	@.55
Middles, select, extra wide, 2 1/2 in.	
and over.....	@.80
Dried bladders:	
12-15 in. wide, flat.....	.85
10-12 in. wide, flat.....	.70
8-10 in. wide, flat.....	.35
6-8 in. wide, flat.....	.25
Pork casings:	
Narrow, per 100 yds.....	2.25
Narrow, special, per 100 yds.....	2.10
Medium, regular.....	1.65
English, medium.....	1.40
Wide, per 100 yds.....	1.30
Extra wide, per 100 yds.....	.90
Export bungs.....	.19
Large prime bungs.....	.14
Medium prime bungs.....	.07
Small prime bungs.....	.03 1/2
Middles, per set.....	.14
Stomachs.....	.00

## SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, prime.....	19	21
Resifted.....	19 1/2	21 1/2
Chili pepper.....	23	23
Powder.....	23	23
Cloves, Amboyna.....	29	35
Zanzibar.....	19 1/2	24 1/2
Madagascar.....	18	20 1/2
Ginger, Jamaican.....	11	15
African.....	67	75
Mace, Fancy Banda.....	59	67
East India.....	62	67
Mustard flour, fancy.....	25	19
No. 1.....	24	29
Nutmeg, fancy Banda.....	21 1/2	26
East India.....	22 1/2	26
East & West India Blend.....	42	42
Paorika, Spanish.....	38	38
Fancy Hungarian.....	36	36
No. 1 Hungarian.....	47	47
Pepper, Cayenne.....	21	21
Red No. 1.....	10 1/2	14 1/2
Black Malabar.....	7 1/2	7 1/2
Pepper, white Singapore.....	9 1/2	12 1/2
Muntok.....	9 1/2	13
Packers.....	12	12

## SEEDS AND HERBS

	Whole.	Ground.
	Per lb.	Per lb.
Caraway seed.....	14 1/2	19 1/2
Celery seed, French.....	20	24
Cominos seed.....	18	23
Coriander Morocco bleached.....	7	8 1/2
Coriander Morocco natural No. 1.....	6 1/2	8 1/2
Mustard seed fancy yellow.....	21	21
American.....	14	14
Marjoram, French.....	29	35
Oregano.....	12	16
Sage fancy Dalmatian.....	13	17
Dalmatian No. 1.....	13	17

# NEW YORK MARKET PRICES

## LIVE CATTLE

Steers, good, 1450-lb.....	\$ @ 9.50
Cows, medium.....	6.00 @ 6.50
Cows, cutter and common.....	5.25 @ 5.75
Cows, canner.....	4.25 @ 5.00
Bulls, good.....	7.00 @ 7.50

## LIVE CALVES

Vealers, good and choice.....	\$11.00 @ 13.00
Vealers, common and medium.....	8.00 @ 10.00
Calves, common and medium.....	nominal

## LIVE HOGS

Hogs, good and choice, 206-lb.....	\$ @ 5.80
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## LIVE LAMBS

Lambs and sheep.....	nominal
----------------------	---------

## DRESSED BEEF

Choice, native, heavy.....	17 1/2 @ 18 1/2
Choice, native, light.....	17 1/2 @ 19 1/2
Native, common to fair.....	16 @ 17

## Western Dressed Beef.

Native steers, 600 @ 800 lbs.....	18 @ 19
Native choice yearlings, 440 @ 600 lbs.....	17 @ 18
Good to choice heifers.....	16 @ 17
Good to choice cows.....	14 @ 15
Common to fair cows.....	13 @ 14
Fresh bologna bulls.....	13 @ 14

## BEEF CUTS

	Western.	City.
No. 1 ribs.....	23 @ 24	21 @ 22
No. 2 ribs.....	20 @ 21	20 @ 21
No. 3 ribs.....	19 @ 20	19 @ 20
No. 1 loins.....	32 @ 36	36 @ 40
No. 2 loins.....	26 @ 32	30 @ 35
No. 3 loins.....	20 @ 24	25 @ 29
No. 1 hinds and ribs.....	20 @ 21	21 @ 24
No. 2 hinds and ribs.....	18 @ 19	19 @ 21
No. 1 rounds.....	17 @ 17	17 @ 17
No. 2 rounds.....	16 @ 16	16 @ 16
No. 1 chucks.....	15 @ 15	15 @ 15
No. 2 chucks.....	14 @ 14	14 @ 14
No. 3 chucks.....	13 @ 13	13 @ 13
City dressed bolognas.....	13 1/2 @ 14 1/2	13 1/2 @ 14 1/2
Rolls, reg. 4 @ 6 lbs. av.....	18 @ 20	18 @ 20
Rolls, reg. 6 @ 8 lbs. av.....	22 @ 25	22 @ 25
Tenderloins, 4 @ 6 lbs. av.....	50 @ 60	50 @ 60
Tenderloins, 5 @ 6 lbs. av.....	50 @ 60	50 @ 60
Shoulder clods.....	16 @ 18	16 @ 18

## DRESSED VEAL

Good.....	16 @ 17 1/2
Medium.....	15 @ 16
Common.....	14 @ 15

## DRESSED SHEEP AND LAMBS

Genuine spring lambs, good.....	19 @ 20
Genuine spring lambs, medium.....	17 @ 18
Genuine spring lambs, medium.....	17 @ 18
Sheep, good.....	9 @ 10
Sheep, medium.....	7 @ 9

## DRESSED HOGS

Hogs, good and choice (110-140 lbs.)	
head on; leaf fat in.....	\$ 8.75 @ 9.25
Pigs, small lots (60-110 lbs.)	
head on; leaf fat in.....	10.00 @ 11.00

## FRESH PORK CUTS

Pork loins, fresh, Western 10 @ 12 lbs.....	13 @ 13 1/2
Shoulders, Western, 10 @ 12 lbs. av.....	10 @ 11
Butts, regular, Western.....	11 @ 12
Hams, Western, fresh, 10 @ 12 lbs. av.....	16 @ 17
Picnics, Western, fresh, 6 @ 8 lbs. av.....	10 1/2 @ 11 1/2
Pork trimmings, extra lean.....	14 1/2 @ 15 1/2
Pork trimmings, regular, 50% lean.....	8 @ 9
Spareribs.....	9 @ 10

## COOKED HAMS

Cooked hams, choice, skin on, fattened.....	@35c
Cooked hams, choice, skinless, fattened.....	@35c

## SMOKED MEATS

Regular hams, 8 @ 10 lbs. av.....	20 @ 21
Regular hams, 10 @ 12 lbs. av.....	19 1/2 @ 20 1/2
Regular hams, 12 @ 14 lbs. av.....	18 1/2 @ 19 1/2
Skinned hams, 8 @ 10 lbs. av.....	20 @ 21
Skinned hams, 10 @ 12 lbs. av.....	19 @ 20
Skinned hams, 12 @ 14 lbs. av.....	18 1/2 @ 19 1/2
Picnics, 4 @ 6 lbs. av.....	13 @ 14
Picnics, 6 @ 8 lbs. av.....	12 1/2 @ 13 1/2
City pickled bellies, 5 @ 12 lbs. av.....	15 @ 16
Bacon, boneless, Western.....	17 @ 18
Bacon, boneless, city.....	16 1/2 @ 17 1/2
Rollettes, 8 @ 10 lbs. av.....	17 @ 18
Beef tongue, light.....	22 @ 23
Beef tongue, heavy.....	23 @ 24

## FANCY MEATS

Fresh steer tongues, untrimmed.....	16c a pound
Fresh steer tongues, l. c. trimmed.....	28c a pound
Sweetbreads, beef.....	30c a pound
Sweetbreads, veal.....	70c a pair
Beef kidneys.....	12c a pound
Mutton kidneys.....	4c each
Livers, beef.....	28c a pound
Oxtails.....	16c a pound
Beef hanging tenders.....	30c a pound
Lamb fries.....	12c a pair

## BUTCHERS' FAT

Shop Fat.....	\$1.75 per cwt.
Breast Fat.....	2.25 per cwt.
Edible Suet.....	3.25 per cwt.
Inedible Suet.....	2.75 per cwt.

## GREEN CALFSKINS

	5-9 9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals.....	24	2.95	3.30	3.35
Prime No. 2 veals.....	25	2.65	3.00	3.05
Buttermilk No. 1.....	19	2.45	2.80	2.85
Buttermilk No. 2.....	18	2.30	2.65	2.70
Branded gruby.....	12	1.25	1.60	1.65
Number 3.....	12	1.25	1.60	1.65

## BONES AND HOOF

	Per ton
	del'd basis.
Round shins, heavy.....	\$57.50
light.....	52.50
Flat shins, heavy.....	47.50
light.....	42.50
Blades, buttocks, shoulders & thighs.....	42.50
Hoofs, white.....	35.00
black and white striped.....	20.00

## PRODUCE MARKETS

### BUTTER.

	Chicago.	New York.
Creamery (92 score).....	@28	@28 1/2
Creamery (90-91 score).....	@27 1/2	@29
Creamery firsts (88-89).....	@27 1/2	28 1/2 @ 28 3/4

### EGGS.

Extra firsts.....	@20
Firsts, fresh.....	19 1/2 @ 19 3/4
Standards.....	24 1/2 @ 24 3/4

### LIVE POULTRY.

Fowls.....	8 @ 17	18 @ 21
Springers.....	15 @ 20	19 @ 21
Broilers.....	15 @ 17 1/2	17 @ 22
Capons.....	16 @ 19	21 @ 23
Old roosters.....	9 1/2 @ 10	12 @ 12
Ducks.....	8 @ 14	15 @ 15
Geese.....	8 @ 13	15 @ 15
Turkeys.....	10 @ 15 1/2	14 @ 21

### DRESSED POULTRY.

Chickens, 17-25, frozen.....	20 1/2 @ 24 1/2	@21
25-47, frozen.....	18 1/2 @ 19	18 1/2 @ 19
48-up, frozen.....	20 @ 21	21 @ 22
Fowls, 31-47, fresh.....	15 @ 16 1/2	15 1/2 @ 17 1/2
48-59, fresh.....	18 @ 19	19 @ 20
60 and up, fresh.....	19 @ 19 1/2	19 @ 20
Turkeys, frozen hens.....	21 1/2 @ 22	22 @ 23 1/2
Turkeys, frozen toms.....	19 @ 19	20 1/2 @ 21

## BUTTER AT FIVE MARKETS

Wholesale prices 92 score Feb. 10 to Feb. 16:

	10.	12.	13.	14.	15.	16.
Chicago.....	29 1/2	29 1/2	28 1/2	28 1/2	28 1/2	28 1/2
N. York.....	30	Holiday	29 1/2	29 1/2	29	29
Boston.....	30 1/2	30 1/2	30	29 1/2	29 1/2	29 1/2
Phila.....	30 1/2	30 1/2	29 1/2	29 1/2	29 1/2	29 1/2
San Fran.....	33	33	31 1/2	32	32 1/2	32 1/2

Wholesale—Fresh centralized carlots—90 score at Chicago:

29 1/2 @ 29 1/2 @ 28 1/2 @ 28 1/2 @ 28 1/2 @ 28 1/2	
---	--

Receipts of butter by cities (lb.—gross wt.):

	This week.	Last week.	—Since January 1—
			1940. 1939.
Chgo.....	2,843,174	2,651,850	25,287,462
N. York.....	3,098,963	3,570,632	30,449,468
Boston.....	900,848	995,597	9,259,618
Phila.....	1,031,583	1,861,120	9,698,312
Total.....	7,874,568	8,579,219	74,694,860

Cold storage movement (lb.—net wt.):

	In Feb. 15.	Out Feb. 15.	On hand Feb. 16.	Same day last year.
Chicago.....	10,217	236,327	7,753,670	49,503,714
N. York.....	95,854	178,514	6,055,252	36,931,780
Boston.....	3,840	9,876	350,122	2,159,018
Phila.....	1,080	11,040	234,205	298,000
Total.....	110,791	435,756	14,393,249	88,992,519



**CANNED MEATS — "PANTRY PALS"**



We are in a position to fill orders promptly for  
**Polish Style Canned Hams**

Also to appoint Distributors—a few territories still open  
**STAHL-MEYER, INC., New York City, N. Y.**

**FERRIS HICKORY SMOKED HAM and BACON**



Main Office and Packing Plant  
Austin, Minnesota

**FRANK R. JACKLE**

Broker

Offerings Wanted of:  
Tankage, Blood, Bones, Cracklings, Hoofs  
405 Lexington Ave. New York City

**THE CUDAHY PACKING CO.**

PRODUCERS, IMPORTERS AND EXPORTERS OF

**Sausage Casings**

221 NORTH LA SALLE STREET CHICAGO, U. S. A.



Liberty  
Bell Brand

Hams—Bacon—Sausages—Lard—Scrapple  
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

**Wilmington Provision Company**

**TOWER BRAND MEATS**

Slaughterers of Cattle, Hogs,  
Lambs and Calves

U. S. GOVERNMENT INSPECTION  
WILMINGTON DELAWARE

*Right* — SIZE  
— QUALITY  
— PRICE

**SAUSAGE  
CASINGS**

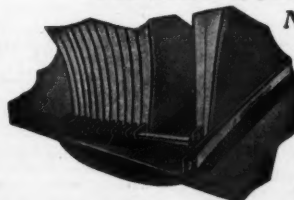
**EARLY & MOOR INC.**

BOSTON, MASS.

"The Skins You Love to Stuff"

**A COMPLETE VOLUME**

of 26 issues of THE NATIONAL PROVISIONER can be  
easily filed for reference to items of trade information or  
trade statistics by putting them in our



**New Multiple Binder**

Simple as filing letters in an  
ordinary file. Looks like a  
regular bound book. Cloth  
board cover and name  
stamped in gold. Sold at  
cost to subscribers at \$1.50  
plus 20c postage. Send us  
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there until you want them.

THE NATIONAL PROVISIONER 467 South Dearborn St. Chicago, Ill.



Selected  
Sausage Casings

**MAY CASING COMPANY**

619 West 24th Place, Chicago, Ill.

Reprints of Articles on  
Efficiency in the Meat Plant, Operating Costs  
and Accounting Methods, Published in  
**THE NATIONAL PROVISIONER**  
may solve the problems that are vexing you.

Write today for lists and prices.

# Classified ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

## Position Wanted

### Superintendent

Young man, thoroughly experienced in all branches of modern packinghouse practice; specialist in pork operations; honest capable, industrious; technical training. Details of experience on request to W-807, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### Killing Foreman

Beef or hog foreman is desirous of making connections with growing plant. Can perform any operation pertaining to killing and cutting. Have been very successful handling men at minimum cost. W-800, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### Sausagemaker

A-1 sausagemaker with 20 years experience manufacturing all kinds of sausage, specialties, loaves, slow and fast cure. Can handle any number of help, willing to go anywhere, good references. W-810, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### Sausage Foreman

Position wanted by practical and capable man. Experienced to produce high-grade and standard sausage of all kinds, loaves, boiled and baked hams. Also experienced in fast curing. Large or medium-sized plant. Best references available. Address W-811, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### Can Sell Your Products

Experienced packinghouse advertising and merchandising man wants new connection. Can handle package design, government approvals, sales promotion and advertising. Will go anywhere. W-812, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### Salesman

Twenty-one years continuous service car route sales with one large packer. Age 39. Health good. Clean record. Good reference. Ten years in Detroit. Balance Midwest. Unusually well trained in full packinghouse line. Willing to locate anywhere. Salesman or sales promotion. Now unemployed. W-818, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### Time Study Engineer

Seeks employment with independent packer. Have had eight years successful experience in packing plants as time study man and head of the industrial engineering department. Am skilled in planning more efficient layouts and operating methods and in conducting cost and yield tests. W-816, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

## Business Opportunities

### Consultant Food Technologist

If you require the services of a consultant meat specialist with long packinghouse experience in chemical and bacteriological processing, canning, curing and manufacturing, inquire of W-814, THE NATIONAL PROVISIONER, 300 Madison Ave., New York, N. Y. for full particulars. Member Institute of Food Technologists.

## Equipment Wanted

### Rendering Machinery

Wanted for user, Hydraulic Curb Press and Pump; Rotary Dryer; Kettles; 2-Filter Presses; Evaporator; Cooker; Lard Cooling Roll. What have you to offer. W-718, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

## Men Wanted

### Skinners—Press Man

Wanted: Experienced skinners and press man for rendering plant—state experience and salary desired. Jacksonville Reduction Co., Jacksonville, Ill.

### Sausage Casing Salesman Wanted

One of the foremost dealers could add a top-notch man to their staff. One acquainted with Greater New York and the East. Apply to W-813, THE NATIONAL PROVISIONER, 300 Madison Ave., New York, N. Y.

### Working Sausage Man

Wanted: Working sausage superintendent who is capable of making loafs and can make investment of \$5,000. We can guarantee to return this in one year. W-815, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### Specialty Men

Wanted: Brokers, sales representatives and specialty men to handle an exceptionally fine Polish style canned ham. Many territories open. Commission basis. Answer territory covered and will send complete details. W-817, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### Experienced Salesman

Wanted: Experienced salesman to contact meat packers, sausage plants, and meat markets, to sell butcher supplies, casings, and spices for Indiana, Ohio, and part of Michigan State. Liberal commission. Answer fully and state present and former activities, also references. Write W-808, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### Superintendent Wanted

Packing house superintendent wanted for middle-west. Must be able to take full charge of production in small but growing plant and must be experienced in processing every kind of canned meats and by-products. Government inspected plant. Good salary and future. Reply giving experience and references—replies will be kept confidential. W-804, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### Packinghouse Men

If you are looking for a job in the Meat Packing Industry an advertisement placed in these columns will bring you results quicker. Write THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

## Equipment for Sale

### Used Equipment For Sale

2 H.P. Enterprise Grinder.....\$100  
5 H.P. Enterprise Grinder.....\$225  
No. 156 Pulley Enterprise Grinder..\$ 50  
No. 62 Pulley Enterprise Grinder..\$ 75  
100 lb. Randall Stuffer.....\$100  
No. 32 Buffalo Silent Cutter.....\$125  
200 lb. Boss 15 H.P. ....\$250  
Automatic Air Compressor.....\$ 35  
4 Shelf Bake Oven.....\$ 60  
U. S. Electric Slicer.....\$ 60  
Electric Artery Pump.....\$ 35  
5 x 5 and 3 x 3 York refrigeration machines, bacon scale, ham boilers, smoke trees, sausage table, lard coolers and agitators, cooking kettles, scrapple kettles, scales, casing puller, etc. Priced Low.

Chas. Abrams  
1422 So. 5th St. Sagamore 5176  
Philadelphia, Pa.

### SPECIALS

1—35-gal. Kneading & Meat Mixing Machine.  
1—Brecht 1000-lb. Meat Mixer.  
1—Brecht Enterprise No. 156 Grinder.  
1—Brecht 18" Filter Press.  
2—Brecht 200-lb. Stuffers, without tubes.  
1—Hand Operated Fat Cutter.  
2—Ice Breakers or Crushers.  
5—9"x19" Revolving Degreasing Percolators.  
1000 Feet Drag or Scraper Conveyor.  
10—Vertical Fertilizer or Tankage Dryers.  
Dopp. Aluminum, Monel Metal, Copper Kettles.  
1—No. 5 Jay Bee Model T Hammer Mill.  
Boilers, Generator Sets, Power Plant Equip.  
Send for "Consolidated News" listing our large stock. Send us your inquiries—we desire to serve you. We buy and sell from a single item to a complete plant. What have you for sale?

CONSOLIDATED PRODUCTS CO., INC.  
14-19 Park Row, New York City

### The Bunn Tying Machine

is used very generally by packers for tying sausage boxes, bacon squares, picnics, butts, etc. Ties 20-30 packages per minute. Saves twine. Write for our 10-day free trial offer. B. H. Bunn Co., 7609 Vincennes Ave., Chicago, Ill.

### Casings To Sell

Best Australian Sheep Casings—All grades. Write to American Casing Company, Inc., Security Building, Davenport, Iowa.

### Amazing Machinery Buys

Randall 400-lb. Stuffer (Brand New) Complete—only \$250. Jourdan Cooker (Double) Including Pumps and Motors, \$400, also, 3 station, double trolley cages, \$10 each. Buffalo Silent Cutter, 4ST, 300-lb., 25 h.p. motor, (Self-Emptying), 2 sets knives—A Real Buy, \$550. E. R. Galloway, Brokers, 914 Fulton Market, Chicago, Ill.

## BICZYJA

(Pronounced BE-CHI-YA)

— AND —  
PRONOUNCED

The finest Polish-Style  
Ham on the market to-  
day, by hundreds of sat-  
isfied Tobin customers!



**THE TOBIN PACKING CO., INC.**  
FORT DODGE, IOWA



*Philadelphia Scrapple a Specialty*

**John J. Felin & Co., Inc.**

4142-60 Germantown Ave., Philadelphia, Pa.

New York Branch: 407-09 West 13th St.

**HAMS • BACON • LARD • DELICATESSEN**

## HUNTER PACKING COMPANY

East St. Louis, Illinois

STRAIGHT AND MIXED CARS OF BEEF AND PROVISIONS

NEW YORK  
OFFICE  
106 Gansevoort St.



Representatives:  
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Boston, Mass.

F. C. Rogers Co.  
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## THE E. KAHN'S SONS CO.

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**"AMERICAN BEAUTY"**  
**HAMS AND BACON**

Straight and Mixed Cars of Beef,  
Veal, Lamb and Provisions

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H. L. Woodruff Earl McAdams Clayton P. Lee P. G. Gray Co.  
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## HONEY BRAND

Hams - Bacon  
Dried Beef



## HYGRADE'S

Original West  
Virginia Cured Ham  
Ready to Serve

## HYGRADE'S

Frankfurters in  
Natural Casings

## HYGRADE'S

Beef - Veal  
Lamb - Pork

**CONSULT US BEFORE  
YOU BUY OR  
SELL**

*Domestic and Foreign  
Connections  
Invited!*

## HYGRADE FOOD PRODUCTS CORP.

30 Church Street, New York, N. Y.

## ★ ESSKAY ★ QUALITY

**BEEF • BACON • SAUSAGE • LAMB  
VEAL • SHORTENING • PORK • HAM  
• VEGETABLE OIL.**

— THE WM. SCHLUDERBERG - T. J. KURDLE CO. —

**MAIN OFFICE - PLANT and REFINERY**

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NEW YORK, N. Y. PHILADELPHIA, PA. ROANOKE, VA.  
408 WEST 14th STREET 713 CALLOW HILL ST. 317 E. Campbell Ave.

## Rath's

*from the Land O' Corn*

**BLACK HAWK HAMS AND BACON  
PORK - BEEF - VEAL - LAMB**

*Straight and Mixed Cars of Packing House Products*  
**THE RATH PACKING CO. WATERLOO, IOWA**





Nirosta  
Ham Boiler

**Your Ham Maker will tell you about**

## ADELMANN

He'll tell you how the elliptical springs close the aitch-bone cavity firmly, why the covers don't tilt, how the ham can expand while cooking, how the self-sealing cover retains the ham juices in the container, how shrinkage and operating time are greatly reduced. And when he gets through, you'll realize why Adelmenn Ham Boilers are "The Kind Your Ham Makers Prefer."

Made of Cast Aluminum, Tinned Steel, Monel Metal, and Nirosta (Stainless) Steel, the most complete line available. Ask for booklet "The Modern Method."

## HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y. • Chicago Office, 332 S. Michigan Ave.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London. Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities. Canadian Representative: C. A. Pemberton & Co., Ltd., Toronto, Ont.



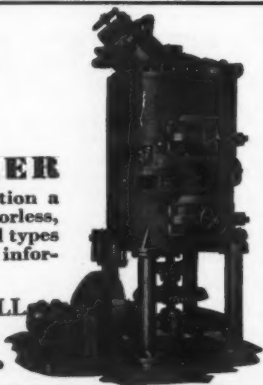
### LARD COOKER

Produces in one operation a refined lard, white, odorless, high smoke point, from all types of fat. Write for further information and catalogs.

The FRENCH OIL MILL  
MACHINERY CO.

Piqua

Ohio



## ACT NOW

**Cahn Stockinettes Assure Easter Profits!**

Fred C. Cahn is prepared to fill all stockinette orders same day received... complete stock assures immediate deliveries. Write at once!

*Fred C. Cahn*  
222 WEST ADAMS ST., CHICAGO, ILLINOIS  
Selling Agent: THE ADLER COMPANY, CINCINNATI

MARCH 24th: EASTER SUNDAY

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ac, we guarantee against the possibility of a change or omission in this index



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### ON PARADE

Peacock Brand Casing Colors ... clear, bright, attractive colors that are now available in new **TABLET FORM!** Effervescent-dissolving action spreads color quickly and evenly. They're easier to use and economical, too. One color tablet makes 125 gallons of cooking water. Write today for free samples.

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**BEEF  
HAM  
SHEEP  
LAMB  
BACON  
FRANK  
CALF  
Bags  
Tubing**

Increase your rate of profit with individualized WYNANTSKILL Stockinettes ... a stockinette to fit every stockinette need.

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## KEYSTONE GELATIN

Manufactured ONLY by

The AMERICAN AGRICULTURAL CHEMICAL Co.

Originators of special gelatin for use in sausage kitchens

BOX 2458

DETROIT, MICH.

QUALITY STANDARD...FOR OVER 50 YEARS

# CERELOSE

PURE DEXTROSE



THE SUGAR THAT HELPS  
DEVELOP AND PROTECT  
**COLOR IN MEAT**



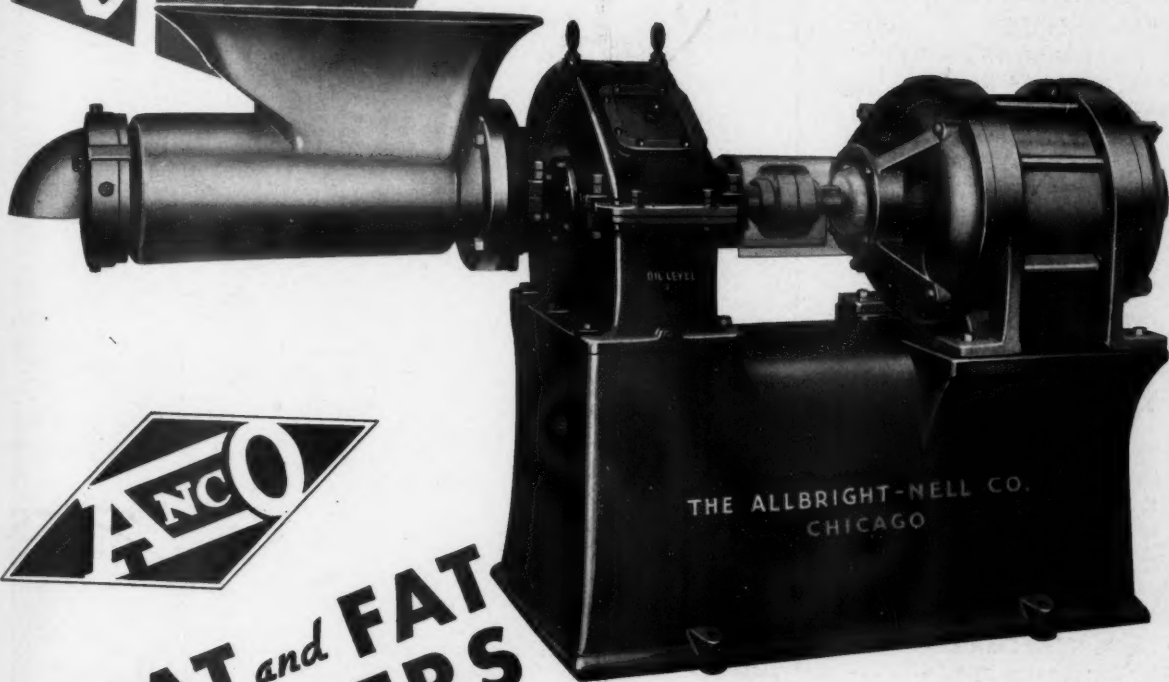
● In fresh sausage Cerelose protects the desired color. In all kinds of sausage Cerelose, pure Dextrose sugar, helps to develop that good color. Many meat packers are enthusiastic in their praises of Cerelose. They recognize that this pure Dextrose sugar is an aid in the fixation of color. They also appreciate its economy.

**CORN PRODUCTS SALES CO.**

333 North Michigan Avenue, Chicago, Illinois



**THE  
Greater**



# MEAT *and* FAT GRINDERS

- SILENT DRIVE
- RAPID SAFETY FEED
- TIMKEN BEARINGS
- HEAVY CONSTRUCTION
- NO FRICTION OR MASHING

The combination of these features in design and construction warrant the rating of ANCO Greater Grinders with 50% greater capacity than any other Grinder of equal size. The throat of the cylinder is extremely large and the thread of the screw at the entrance end is extremely long. This allows the meat to be drawn into the pocket which is cast in the side of the throat of the bowl and thus rapidly fed through the plates. This is an exclusive Safety feature of ANCO Patented Grinders. The feeding is done rapidly

without mashing, heating, or backing up of the product. The operating parts of this machine are mounted on a heavy cast iron base so that all moving parts are kept perfectly in line. The fully enclosed Herringbone Gear Drive and large Timken Roller Bearings assure the most silent and efficient operation. If you are a progressive sausage maker, you will want to know more about this improved Grinder. ANCO Sales Engineers are always at your service. Write for new descriptive folder.

**THE ALLBRIGHT-NELL CO.**  
5323 SO. WESTERN BOULEVARD  
CHICAGO, ILL.  
NEW YORK • HOUSTON  
SAN FRANCISCO

*These are the reasons  
why you make more  
money with **CIRCLE U***

### COMPLETE LINE

The Circle U line of dry sausage includes types and varieties to meet the preference of every taste and nationality.

### ESTABLISHED REPUTATION

Circle U Dry Sausage is a quality product, nationally known for its ability to meet the demands of the most discriminating trade.

### AMPLE PROFIT MARGIN

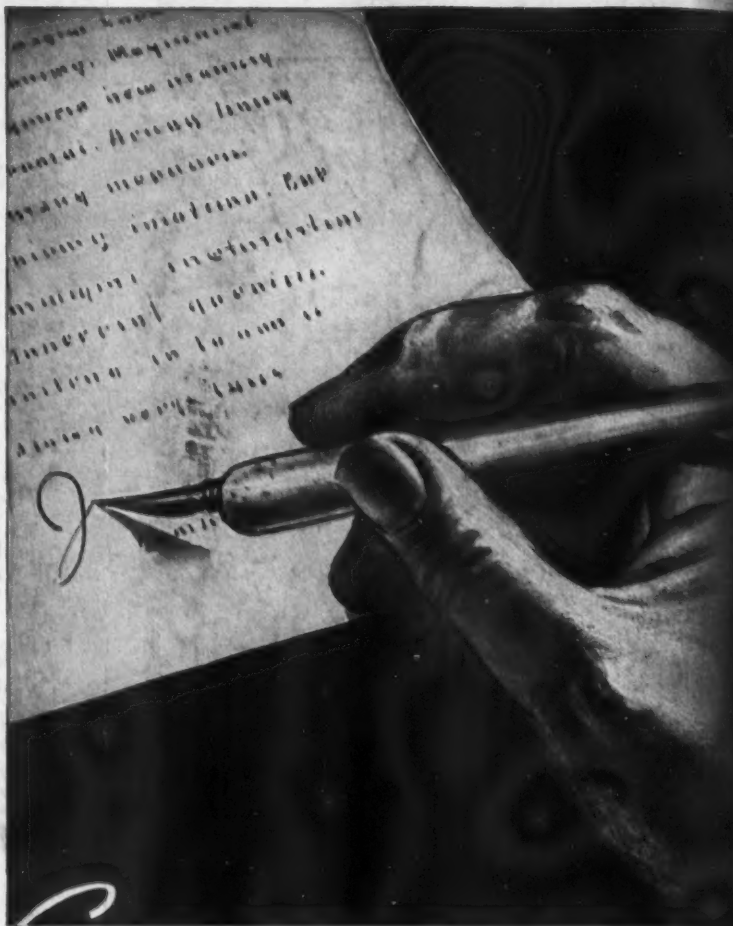
Your cost of Circle U Dry Sausage is low enough (quality considered) to provide ample margin for profit.

### PROVED QUALITY

Circle U Dry Sausage is made by dry sausage specialists... men who know how a product should be made to sell consistently at a profit.

### MADE BY A COMPANY CATERING TO MEAT PACKERS AND JOBBERS

You can buy Circle U Dry Sausage with confidence. We specialize in catering to meat packers and jobbers.



*Sign up with Circle U*

**FOR BETTER DRY SAUSAGE PROFITS AND  
BETTER SALES ON ALL YOUR PRODUCTS!**

When you add the Circle U Line of Dry Sausage to your regular products, you provide not only opportunities for profit, but an opportunity to do a better selling job on your regular line by concentrating purchases.

Circle U Dry Sausage is a quality product, made of finest meats and choicest spices. It is a quality product that will meet with the approval of the most discriminating trade. And it can be sold at a price that will enable you to compete successfully with any dry sausage in its class. Get the details today!

**OMAHA PACKING COMPANY**  
CHICAGO

ND  
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a in  
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will  
rade  
pete  
etale  
NY